Board of Trade Journal

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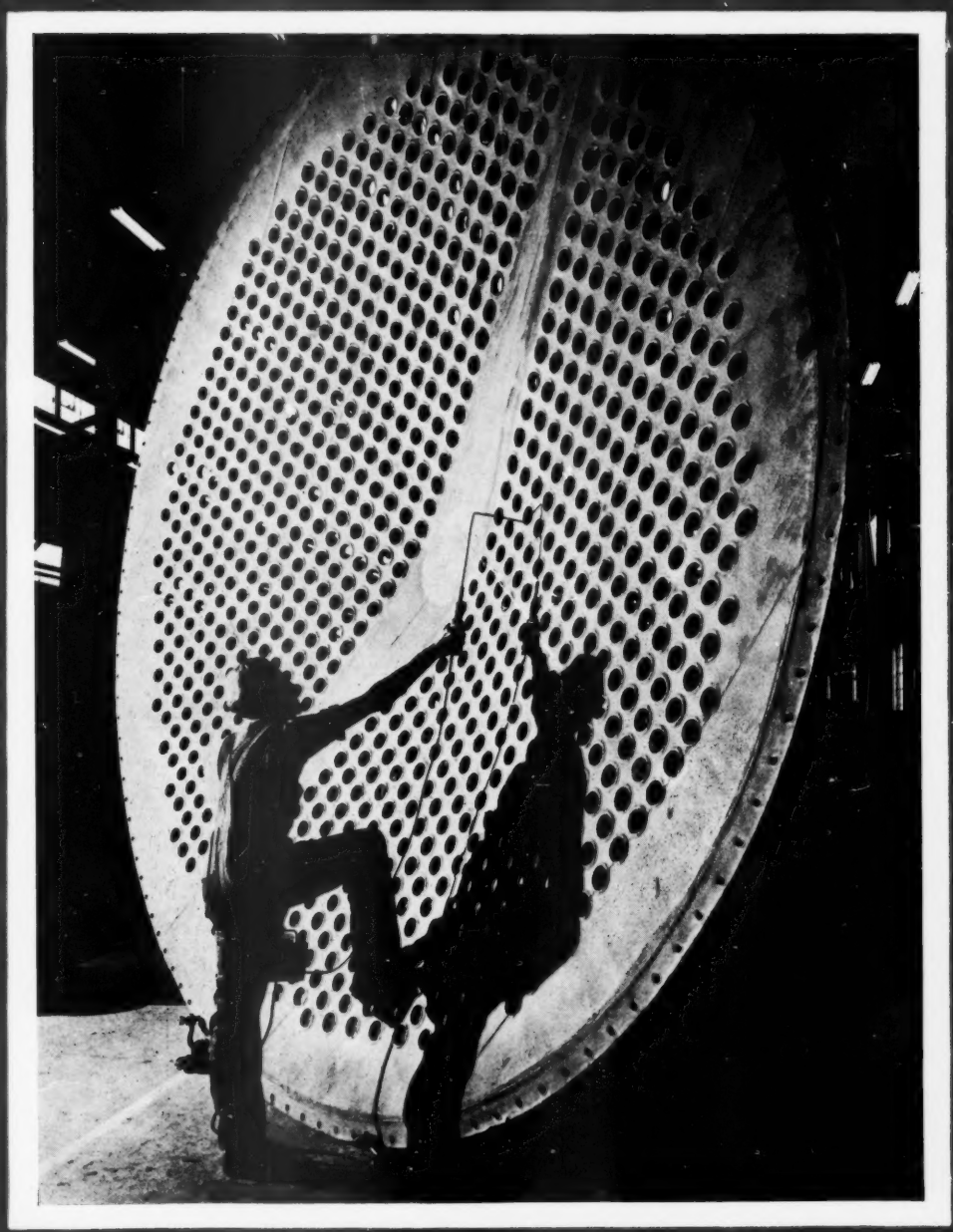

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Towards simpler export documentation 1599
National Productivity Conference 1602
Prime Minister opens Daresbury Nuclear Physics Laboratory . 1603
Mr. Edmund Dell opens new factory in Wirral . . . 1603
Investment grants acceleration 1603
New projects division for George Kent at Cockermouth . 1603
Chancellor 'blows a trumpet for Britain's exports' . . . 1604
British Commercial Representatives 1604
President of the Board of Trade to visit South-west . . 1605
Mr. Mallalieu at Eurocontrol 1605
Changing pattern of tourism 1605
Export promotion: responsibility of the BoT and Min. of Tech. 1606
ECGD in the financial year 1966-7 1606
ECGD financial guarantee for bulk carrier for Norway . . 1607
ECGD signs £1·5m financial guarantee for cargo ships for Panama 1607
Works of Customs Co-operation Council 1607
Anglo-New Zealand consultations on Britain and EEC . . 1608
International licensing is 'big business' 1608
Oil pollution: extension of prohibited sea areas off coasts of Greece 1608
Shipbuilding Industry Board welcomes Tyne shipbuilding group 1609
New member of BNEC New Zealand 1609
Press circulation mission to Toronto 1609
Modernising telecommunications in Cameroon: £350,000 loan 1609
Scotland plans most ambitious programme of trade missions . 1609
BAEC mission to Czechoslovakia, Rumania and Greece . 1609
Applications for temporary exemption from import duty . 1610
Consideration of mergers by the Board of Trade 1610
Monopolies Commission report on the supply of infant milk foods 1610
Middle East situation 1611
MOL Control Training Council reconstituted 1611
Industrial Training Board for rubber and plastics processing industry 1611
How market research can help exporters 1612
Parliamentary Answers 1616
New Books 1621
Government surplus sales by auction 1623

STATISTICS
The economy: selected indicators 1624
Industry's investment intentions in 1967 and 1968 . . . 1625
United Kingdom trade in May 1626
Textile Industry: Cotton production and wool output . . 1631
Registrations of British and foreign films 1631
Orders in the textile and clothing industries 1632
UK balance of payments: 1st quarter 1967 1632
Index of retail prices, May 1967 1632
Business Monitor: Production Series 1632

EXHIBITIONS AND FAIRS
UK display at Interior Design Show foreshadows British Week Toronto 1633
Hospital Equipment Exhibition 1633
First-time British participation in Oyonnax plastics fair . 1634
Fine display of antiques at Grosvenor House 1635
Group communications service for exhibitions 1635
'Best of Britain' for Macy's New York 1636
British industrial exhibition for Sao Paulo 1636
Drupa 'an outstanding success' say British exhibitors . . 1637
UK in first microwave exposition, New York 1637
Victam 67: good opportunities for milling equipment industry 1638
Budapest Industrial Fair 1638

OVERSEAS TRADE AND EXPORTS
Information for exporters 1639
Export Tours 1642
Export Orders 1643

TARIFF, CUSTOMS AND IMPORT REGULATIONS
Australia: Revision of customs by-laws. Tariff Board inquiries 1652
Chile: Modification to import list. 1657
East Africa: Customs tariff amendment 1648
France: Liberalization of imports. Import sanitary regulations for live animals 1647
Germany, Federal Republic of: Imports of processed agricultural goods 1647
Italy: Tariff changes for certain dairy products . . . 1648
New Zealand: Customs tariff inquiry 1650
South Africa, Republic of: Customs tariff applications . . 1650
Spain: Customs tariff 1647
Tanzania: Customs tariff amendment 1650
Trinidad and Tobago: Import licensing arrangements . . 1658
Tunisia: Global import quotas for 1967 1649

INDEX TO STATISTICS 1660

Front cover photograph

A technician at the Farington, Lancs., factory of BTR Industries Limited, carries out electrical continuity testing to the rubber lining of a de-gassing column distribution plate, used in the manufacture of synthetic fibre. Twenty thousand volts are transmitted through the test-set probe in order to ensure that the lining is of a consistent overall thickness. BTR markets a wide range of corrosion-resistant pipes and fittings, and undertakes the lining of plant and components with rubber and ebonite – in an effort to combat the ever-increasing cost to the nation of industrial equipment damaged by corrosion. Experts consider that the figure has now risen to well above £1,000 million from £600 million in 1960.

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Towards simpler export documentation

by **D. J. Donaldson, a member of the Export Promotion Branch of the Board of Trade**

In December 1965, the Board of Trade published the booklet 'Simpler Export Documents' which described a newly designed series of standardized and simplified export documents which could be completed quickly and easily by mechanical means rather than by a series of individual manual operations. This article quotes the experiences of firms who have adopted the system and comments upon their conclusions.

'SINCE INTRODUCING the system in August 1966, our work load has increased by 200 per cent, but the staff increase has only been 10 per cent.'

'Our productivity quota has been increased from 25 per cent to 30 per cent in excess of normal and the additional business which we are now absorbing is being handled without any strain whatsoever.'

'We have been able to reduce our Bill of Lading typists by 50 per cent as once the master document is typed, neater, cleaner, and more business-like documents are produced.'

These are the experiences of just a few of the organizations which have adopted the rationalized system of preparing export documentation introduced in December 1965 by the Board of Trade. The system was the culmination of four years work by the Joint Liaison Committee on Documents used in the International Carriage of Goods (the JLCD), a committee representing government, industry and commerce, which devised the new system described in the Board of Trade booklet *Simpler Export Documents.*

Why was the committee set up ?

It has been a persistent complaint among exporters in many countries that they were being suffocated by the involved paperwork entailed in sending goods overseas. In 1960, the United Nations Economic Commission for Europe set up a special Working Party to explore ways of rationalizing international export documentation. The Working Party invited each country to set up its own national committee, and in 1962 the Board of Trade invited representatives of a number of organizations concerned with exports and of the appropriate Government Departments to form a committee assisted by a government O & M team to study in detail the documentation problems facing the British exporter. It soon became clear that the standardization of sizes and layout of the multiplicity of forms then in existence would go a long way towards easing the burden on the exporter. The selection of a suitable format for the redesigned documents was assisted by the recommendation of the ECE Working Party that the international A4 size paper (11.69in. x 8.27in.) should be adopted for the ECE model layout following the introduction of this size paper for the Model B standard bill of lading. The new United Kingdom documents were consequently able to follow the ECE – recommended layout in all essentials with some slight modification in column widths to suit Imperial weights and measures as against the metric units proposed for use by the continental member countries of the Working Party.

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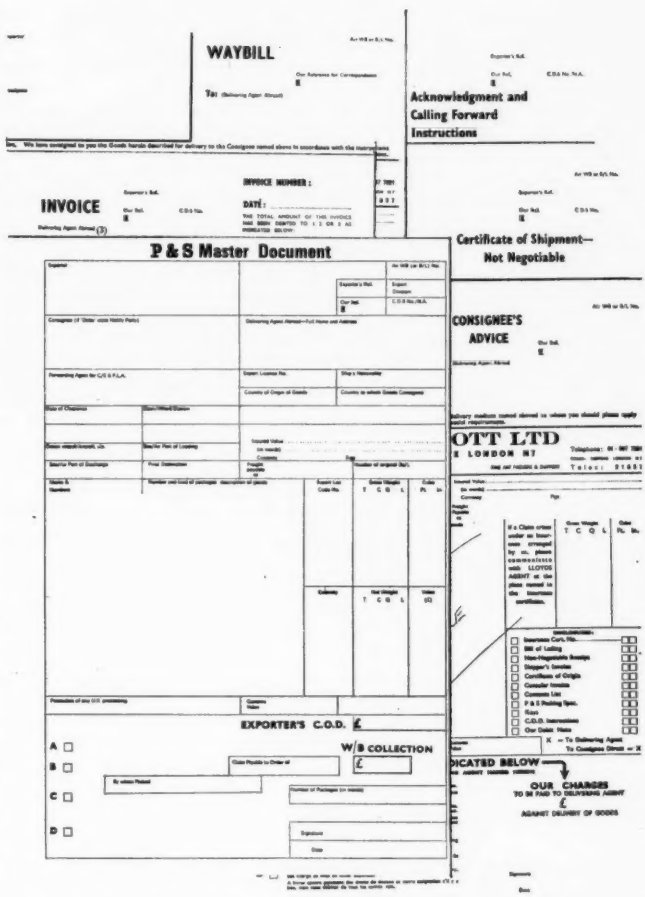

Pitt and Scott Ltd., of 20-24 Eden Grove, London, N.7, are among the many shipping and forwarding agents who have aligned documents used internally with the layout described in 'Simpler Export Documents'. The above illustration shows the Pitt and Scott 'Master Document', based on the JLCD Master Document, with a number of the additional forms which the firm has incorporated in its documentation system.

How does the new system work?

Briefly, the new system is based on redesigned versions of the forms most commonly used in the export of a consignment of goods, which are aligned so that the information which is common to all the forms appears in the same position on each form. The total information required by all the forms is typed on to a single 'Master' document and transferred to the individual forms using office reproduction machinery, with a mask for each form to eliminate the data not required. The theoretical advantages of such a system are obvious; the completion of the master document is the only task which requires skilled typists; checking and correction are necessary only on the master document; a correctly prepared master automatically ensures the correct completion of every document aligned to it; all copies are legible; junior staff can be employed on the completion of documents; the common layout of the forms leads to easier and quicker identification of information.

What are the benefits of the system?

How do these theoretical benefits translate into practice? To find out, the Board of Trade sent a circular letter to firms who had introduced the system asking for their frank comments on the advantages gained from its adoption and on any disadvantage which had become apparent in use. A selection of the replies received is published below.

'This technique, whereby all official documents are designed to a common pro forma and can be produced on a spirit duplicator from a single typed master, leads to considerable savings in time and manpower and to improvements in accuracy. . . . It soon became apparent that the best results would stem from the incorporation of the Company's own internal documents into the system. . . . It was noticeable that many anomalies in the system which had nothing to do with the aligned series were cleared up as a result of going through the forms in the degree of detail required. . . . The operation of the system has so far produced a reduction of 40 per cent on the work load, or a saving of two people's time. The total cost of all the equipment and its installation was about £320. . . . It would be idle to pretend that difficulties did not occur during the installation; several details on the forms were found to be capable of improvement, and thickness of the original masks was insufficient, and the first batch of carbons were extremely messy. These problems were dealt with as they occurred. . . .'
(*Continental Express Ltd.*)

'The method we used prior to the new system and continue to use in those cases where the new system is not suitable, involves a minimum of six and a maximum of nine separate writing or typing operations. Each operation produced a document which required checking and some documents required pre-treatment by Comptometer Operators. In appropriate cases this sequence has been reduced to one typing and checking operation. . . . Problems can be summarized as follows:

1. All preparatory work which used to be done at a later time in the sequence of operations must now be completed before the first document is produced.
2. The difficulty of standardizing work, but at the same time keeping the sequence as fluid as possible to take advantage of new ideas. . . .'

(*McGregor, Gow and Robinson Ltd.*)

'The initial expenditure in machinery and paper is quite high, but there is no doubt that, taken over a period of one or two years, the extra expenditure in paper will be more than offset by the cost of labour saved. In our case it has meant extra work being taken on by a department without increasing staff within that department. . . . We would say that the advantages of the aligned system considerably outweigh the disadvantages where an undertaking has a reasonable and continued export trade.'
(*Midland Tar Distillers*)

'We have found the system to be much more economic, the documents prove neater and there is a general reduction in waste. . . . We have been able to reduce our Bill of Lading Typists by 50 per cent. . . . We are at the moment working on aligning our own internal documentation to suit the system. . . .'
(*Anglo Overseas Transport Co. Ltd.*)

'The saving in time in completing in one run the basic information of marks, numbers, ship, port of loading, port of discharge, etc., is considerable, and in our opinion certainly warrants the use of the system as a whole.

'To any firms who are considering introducing the system but who are still a little doubtful, we can only say that it has been our experience that many of the snags and problems which they think exist either disappear or can easily be overcome in practice.'
(*Francis Boult, Roberts and Rennie Ltd.*)

'We have adopted a similar layout to that suggested to cover such things as our Consignment Note, Collection Orders, Delivery Notes, Advices of Despatch, our own house and through Bills of Lading, Calling Forward Instructions, Warehouse Instructions, Pre-advice to Agents Overseas, Shutout Notices, Documents to Shipper, Certificates of Shipment, and one or two other internal working forms.'
(*Neale and Wilkinson Ltd.*)

'Taking the aligned documents system one stage further, we have installed photographic and offset-litho machinery which enables us to produce freight accounts and cargo manifests from the original Bills of Lading lodged with us by shippers, thereby reducing typing to a minimal amount.'
(*Brown, Jenkinson & Co. Ltd.*)

'There is a considerable saving of time. We are a small firm, but we have been able to catch up on a backlog of other work. . . . We intend to introduce new export and f.o.b. accounts based on the master documents which will give a further saving.'
(*Griffiths Shipping Ltd.*)

'Quite a number of our internal systems were given a complete overhauling and reorganization . . . various economies of our own systems were possible on a long-term basis, although the initial costing of reprinting and providing masters of certain documents seemed to be rather high in the initial changeover.

'We have nothing but praise for this great step forward in export documentation, and now eagerly look forward to all Steamship Companies adopting the standardized Bill of Lading.'
(*Flexhill Shipping Co. Ltd.*)

'Our domestic documentation has been fully integrated into the system without difficulty, the only drawback being the availability of time to redesign the necessary documents. Once this exercise has been completed, however, the savings in time are quite remarkable.

'We have taken the system a stage further and pass the Masters to our offices in Sweden and the Continent from which they produce a large part of their documentary requirements connected with the processing of shipments on arrival. We have also found it possible to produce our internal documentation in connection with import shipments. . . . It emerges that one's entire staff becomes of effective productive use with the machine taking over the minor but necessary tasks, and it is this consideration which commends the system more than any other.'
(*Channelflow Freight Services*)

'One of the difficulties encountered is in regard to the Manifest Copy. Unfortunately many of the shippers and forwarding agents do not complete the extended part of the form on the extreme left-hand side after removing it from the aligned set of documents. This creates additional typing within the freight office.

'Also, as the Manifest Copy will be mutilated and photographed, it is necessary to ensure that the shipper places it immediately behind the first one or two bills of lading when being typed, and not at the end of the set, to obtain a clear print for photographing.

We continually receive manifest copies that have obviously been one of the last in the set of documents and therefore not clear enough for photographing. This, of course, would not apply to firms using spirit duplicating machines.'
(*General Steam Navigation Co.*)

'We have for some months now been using the single master document and we find the method to be a tremendous asset, saving not only a great deal of time, but also enabling us to reduce our staff.'
(*Greyfriars Shipping Co. Ltd.*)

'On studying this scheme it was felt that a document could be produced suitable for the particular needs of our Production and Despatch Departments by increasing the size of the master document, the additional area being utilized for our invoice and to allow us to add sections and/or boxes suitable to our requirements. . . . A trial run showed that, where previously it had necessitated sometimes three or more checkings from start to finish of an order, this could now be reduced to one initial check of the master; all documents reproduced from it being automatically correct.'
(*Tanqueray, Gordon & Co. Ltd.*)

What emerges from these comments? Firstly, the benefits predicted by theory are achieved in practice. Staff costs are reduced, productivity is increased and time is saved, a tremendously important factor in these days of increasing speed of export consignments. The throughput of an office using the aligned system is typified by Lep Transport Ltd., who process about 35,000 export documents a week using two spirit duplicating machines and a staff of five. Another company, Alltransport Ltd., are using the aligned system with a spirit duplicator to which is linked an electronically controlled unit; this method obviates the use of masks which are necessary when using a straightforward spirit duplicator. The machine selects by means of pre-punched cards those lines which are required for a particular document, and this enables the company to complete the 20 or so forms in any one export transaction in between two and two and a half minutes.

Secondly, there is no major difficulty in adopting the system beyond the initial problem of staff training and reorganization of office routine. Thirdly, adopting the aligned system for export documents presents an opportunity for a thorough reappraisal and possible alignment of a company's internal documentation system so as to extract the maximum benefit from the use of a one-run system, with consequent economies in other departments, e.g. in the invoicing, accounting, stock control and despatching sections.

This is not to say that there are no teething troubles with the new arrangements. Perhaps the greatest disadvantage to shippers of consignments requiring extensive entries on export documents is the relatively small space, compared to previous unaligned documents, allowed for the description of goods in the new format. This was proposed as a deliberate compromise by the JLCD since the investigation by the O & M advisory team had found that more than 95 per cent of export consignments required five or less entries to be made. The solution here is to use the flexibility built in to the one-run system to complete either continuation sheets, where these are available, or to attach schedules to the forms. The Board of Trade's inquiries reveal that continuation sheets are acceptable for all documents in the aligned series except the Customs Entry Form XS29 and the PLA Port Rates Schedule; these require additional entries to be made on a separate form. The Bill of Lading normally requires extension sheets to be arranged so that the width of columns match those on the original form. Exporters who constantly face this problem are advised to contact the appropriate office of HM Customs and the Shipping Line concerned to see whether any local arrangements concerning continuation sheets can be set up.

Some of the shippers who wrote to the Board of Trade mentioned initial difficulties caused by the incomplete alignment of certain forms produced by the issuing authorities – both of which, of course, affect the usage of the forms and the legibility of the reproduction. However, teething troubles of this kind are being overcome as more experience is gained in the designing and printing of the aligned forms.

Future prospects

The previous section describes the start which has been made in rationalizing export documents. What does the future hold? The prospects are that more and more documents in more and more countries will be redesigned to align with either the JLCD Master Document or the ECE Layout Key (which are largely compatible). At home, since the publication of the booklet 'Simpler Export Documents' in December 1965, further documents in common use by exporters have been aligned to the JLCD layout. These include port forms required by the Mersey Docks, Manchester Ship Canal and Clyde Port Authorities, so that the forms now in use in the three largest port areas in the country – London, Merseyside and the Clyde – all conform to a common pattern. Other documents recently aligned are EFTA Certificates of Origin and forms used in exports to the Irish Republic under the Anglo-Irish Free Trade Area Agreement. HM Customs are investigating the whole of their export documentation to see which sectors can usefully be redesigned to fit in with the system; aligned versions of the Customs Entry Forms XS.63A and XS.30 will be available in the very near future. The GPO are currently redesigning the Postal Customs Declaration to comply with the JLCD Master Document. A Working Party of the Commonwealth Economic Committee has recommended aligned versions of Commonwealth Certificates of Value and Origin to member Governments.

An interesting extension of the aligned system has been devised by a well-known shipping line whereby their freight accounts, manifests and cargo discharge books are prepared from a master document derived from the aligned bill of lading. The scheme, which employs dyeline/photographic techniques, allows fast and accurate printing of the information required for these documents from appropriate sections cut from the manifest copies of the bills of lading which are completed by the exporters.

In the wider field the international bodies concerned with road and rail transportation are aiming at the eventual harmonization of their documentation requirements within the ECE layout. This will have particular significance to British exporters as the container movement develops. At the same time experiences gained in the ECE member countries which have adopted the system are being discussed with other member countries. It is also understood that the United Nations Commissions for Latin America, Africa and Asia and the Far East are now looking into the question of standardization and simplification of export documentation, and it may well come about that they will follow the lead given by the Economic Commission for Europe who were responsible for the ECE Layout Key.

Assistance offered

Many of the companies which the Board of Trade have contacted and who have adopted the aligned system have kindly agreed to put their experience at the disposal of firms who are considering its adoption and to offer advice about its use. A list of these companies is given below:

McGregor, Gow & Robinson Ltd.,
Wellington Buildings,
The Strand,
Liverpool 2

Morison, Pollexfen & Blair Ltd.,
PO Box 82,
Cunard Building,
Liverpool 3

K. I. Andrews Ltd.,
St. Martin's House,
Bull Ring,
Birmingham

Tanqueray, Gordon & Co. Ltd.,
260-266 Goswell Road,
London, E.C.1

Brown, Jenkinson & Co. Ltd.,
Dunster House,
17-19 Mark Lane,
London, E.C.3

Griffiths Shipping Ltd.,
May's Acre,
196/204 Bermondsey Street,
London, S.E.1

Flexhill Shipping Co. Ltd.,
40 Eastcheap,
London, E.C.3

(*Continued at foot of next page*)

National Productivity Conference

ATTENDED BY between 70 and 80 industrialists, trade union leaders and ministers, the Second National Productivity Conference took place in London on June 14. In his opening address Mr. Harold Wilson, the Prime Minister, began by speaking of the 'heartening news' about the balance of payments position: 'The turnover from a deficit of over £800 million in 1964 to a surplus in the first quarter of 1967,' he said, 'is a remarkable tribute to what our exporters have done and what industry has done. No one will regard this as a signal for complacency or sitting back, rather it is a challenge to intensify our interests.'

Mr. Wilson continued: 'The improvement of productivity remains, along with an effective policy for prices and incomes, the vital key to our economic and social progress. All our experience has shown that even a small increase in productivity is hard to get without new ideas, understanding, determination and energy in every part of industry.' There was no short-cut formula to achieve the result we all wanted, and 'we must, therefore, seek to identify and encourage others to identify those adjustments in approach, in organization, in methods of production, many of them perhaps involving quite small changes in themselves, which will contribute to the objective of a higher rate of increased productivity.'

Since the first conference, said Mr. Wilson, he had become increasingly convinced that one of the biggest problems we faced in achieving higher productivity was spreading the awareness of the need and how it could be tackled throughout industry. 'It is vital that our findings and the work of other bodies are brought home to individual managers and those who work with them and trade unionists throughout the country.'

Mr. Wilson concluded by saying that he hoped that the discussions to follow would, like those of last September's conference, help to clarify joint problems and objectives. 'We in the Government,' he said, 'greatly value this opportunity of exchanging views with those who are directly involved in industry, and I can give you an assurance that we will – as we did on the last occasion – give the fullest possible consideration to ideas and suggestions for action that are put forward during the course of our discussions.'

The papers prepared by the National Economic Development Council for discussion at the conference covered three main topics: marketing and distribution; planning; and the application of technology.

More effective marketing and more efficient distribution are central to economic growth and a better use of national resources. This was the central point of the first paper. 'Production which is not sold due to failures in marketing or distribution is frustrated production and a waste of resources.' Marketing and distribution costs can be as high as 40 per cent of the total cost of a product, and a critical examination of such aspects as the nature of the market, the pattern and capacity of shops, the level of stocks and transport arrangements can all point the way to economies.

'Effective marketing is essential to the balance of payments and understanding how foreign markets work is essential for successful selling abroad.' This, it is pointed out, is becoming more essential as tariffs are lowered and international competition increases. 'EDC studies show that design for the customer's needs and the maintenance of capacity to match competitive delivery dates are both as important as price in obtaining orders.'

There is a need for more education and training in marketing for management, and a thorough study should be made of the question, including the possible need for financial assistance for research and education.

Taking a look at the distributive trades, the point is made that one of the most striking features of the distributive sector is the very large number of firms – over 350,000 in retailing and another 34,000 in wholesaling. Another important characteristic is the smallness of the average shop – of the 500,000 shops recorded in the 1961 census nearly 400,000 employed less than five people.

Changes are taking place rapidly, however; the range of goods sold by individual shops is widening, and distinctions between different trades are becoming increasingly blurred. Many of these changes have reduced the demands on the labour force, and by employing part-time workers the distributive trades could lessen their demands for full-time workers.

It is hard to measure productivity in distribution, but sales per person in retailing rose between 1957 and 1961 at a rate or 3.1 per cent a year, 'which confounds the view that major increases in productivity cannot be expected in distribution'.

Taking a look at transport, it is suggested that there is scope for considerable improvement in the efficiency of existing transport arrangements by the use of such technique as work study, operations research, systems analysis, linear programming and network analysis. In addition, modern delivery equipment, better access facilities, the scheduling of deliveries and out-of-hours delivery could all help to reduce delivery costs.

The distributive trades need a wider application of modern management techniques, and much more effort is needed in management training in order to recruit sufficient staff of suitable calibre. University and business school courses tend to be biased towards manufacturing, so ways might be examined of providing post-graduate training for managers concerned with distribution in retailing, wholesaling and manufacturing.

Another NEDC paper considers various aspects of planning. The main points covered are: the distinction between planning, which should aim to influence developments, and forecasting, which aims at objective projections; the value of numerical projections as an aid to decision-making in both the public and the private sector and to general public understanding of economic issues; the need to check centrally prepared projections with the industries involved; the extent of these consultations; the use of alternative growth rates for preliminary consultations with industry; and the desirability of setting out in a further plan the policies required for an improved economic performance.

The final paper, on the role of technology in productivity, puts forward a number of proposals designed to accelerate the introduction of modern technology. Britain spends £800 million a year on research and development, but although this is high compared with other Western European countries, we gain a relatively small return in productivity. There is evidence, states the report, that there is sometimes uneconomic delay before scrapping old plant and what appears to be an excessive proportion of low productivity plant or under-utilization. Shift-working would probably increase the efficient use of plant.

The same type of manpower is required for R & D as for

EXPORT DOCUMENTATION, *continued*

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Greyfriars Shipping Co. Ltd.,
63/65 Crutched Friars,
London, E.C.3

Quaker Oats Ltd.,
International Division,
Southall,
Middlesex

General Division of the Board of Trade at 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2392 and 2393) will also be glad to answer inquiries. Copies of 'Simpler Export Documents' are also available from this address.

spreading technological knowledge, and the report suggests that there is considerable evidence that in Britain a faster rate of technological progress could be achieved by a more extensive use of scientists and engineers in non-R & D activities, such as production, technical selling and general management. Some shift in the emphasis of R & D expenditure towards those parts of industry with big output and big potential would have a significant impact on the national growth rate.

To help solve the problem of accelerating the rate at which advanced techniques are adopted by industry, the paper suggests that particular attention should be paid to the training of the middle management concerned with the application of new techniques, as greater awareness and understanding among management are essential if progress is to be improved. A suggestion for special refresher courses is put forward.

Helping companies to take the difficult steps associated with the introduction of advanced machinery, it is suggested, could take the form of 'buyer return' schemes for advanced equipment, preproduction orders placed by the Government so that equipment in the final development stage could be appraised, advisory and demonstration centres providing courses on advanced equipment and schemes to relieve pioneer users of some of the risks of innovation.

Prime Minister opens Daresbury Nuclear Physics Laboratory

MR. HAROLD WILSON, the Prime Minister, opened Daresbury Nuclear Physics Laboratory on June 16. In his speech Mr. Wilson said that Daresbury was already very much the geographical focus for a major collaborative effort in nuclear physics, and the research undertaken there would be vital for the progress of science in this country, and, indeed, in the world, for there were only three similar machines – at Harvard, at Hamburg and at Yerevan – in the rest of the world.

'In the field of nuclear physics, as with science and technology generally,' said the Prime Minister, 'it becomes ever more important to pool our ideas and resources with our fellow Europeans. We need to be producing for a larger market so that inventors, designers and entrepreneurs can think big and take the risks which only the opportunities of a vast market make worthwhile.'

Mr. Edmund Dell opens new factory in Wirral

MR. EDMUND DELL, Joint Parliamentary Secretary, Ministry of Technology, opened a new factory, research laboratories and administration premises for E. R. Squibb and Sons Limited, pharmaceutical manufacturers at Moreton, Wirral, Cheshire, on June 13. Speaking at the luncheon following the opening, Mr. Dell welcomed the additional employment that would be provided at Merseyside by the new factory.

'This factory', he said, 'is evidence of the fact that much of the new employment now being provided, with Government assistance, in development areas, is not just employment in the older industries upon which development areas have been too dependent in the past, but employment, too, in modern, highly technological industries, upon which I am sure the future of this country will increasingly depend.' In its first five months of operation the new plant has broken all previous production records and export sales are already 75 per cent up on 1966. Well in excess of 200 million tablets a year are streaming off the production lines including antibiotics, anti-hypertensives, tranquilizers and other prescription products in demand in the United Kingdom and countries right round the world.

Exports have increased 500 per cent in the last three years to a current 53 per cent of total sales. The tablets, capsules, creams and other pharmaceutical products made at Moreton could have as their destination any one of the 91 nations whose health needs are served by Squibb International, of which Squibb at Moreton is a part.

Investment grants acceleration

MR. DOUGLAS JAY, President of the Board of Trade, announced in the House of Commons on June 14 a further measure of acceleration in the payment of investment grants. He said:

'On March 21 I announced that payment of claims for investment grants for expenditure in the first quarter of 1966 would be brought forward three months, and begin on April 1. Since that announcement the rate at which claims have come in has more than doubled, and already £26½ million of grants have been paid. Payment of the 1966 second quarter's claims will begin next month.

'I am now able to announce a further measure of acceleration. On July 1 the five Investment Grants Offices will be ready to receive claims for the whole of the second half of 1966 – that is for a period of six months instead of three – and they will begin to pay these claims on October 1. This will increase the cash flow to industry, and the fact that firms will be able to claim for two quarters on a single form will, I hope, save them some trouble. They will then be able to complete their applications for the whole of their 1966 investment. This may be particularly convenient for some smaller firms who may perhaps claim only once a year.

'The average delay between investment and payment of grant will now be reduced to 12 months, as compared with 18 months under the old investment allowance system. I believe that these two instalments of speeding up should reinforce the incentive to increased investment provided by the temporary increase in the rates of grant to 25 per cent generally, and 45 per cent in development areas, for expenditure in 1967 and 1968 which I announced in December.

'These accelerations will mean additional Government expenditure in the current year and the necessary supplementary provision is being sought.'

Notes:

The rate of applications has more than doubled recently, from 570 a week up to the end of March to 1,300 a week since then.

The Offices are now receiving claims in respect of expenditure incurred in both the first and second quarters of 1966. The position on June 9 was:

	First quarter 1966	Second quarter 1966
Number of claims received ...	11,102	7,853
Amount of investment covered by claims	£175 million	£119 million
Claims paid	7,034	—
Amount of grant paid	£27.9 million	—

It is estimated that the investment covered by applications made so far represents about 70 per cent and 40 per cent of the investment made during the first and second quarters of 1966 respectively which would qualify for grant.

Under the Industrial Development Act, 1966, investment grants may be made towards capital expenditure on machinery or plant for the manufacturing, construction and extractive industries; and on computers, ships and hovercraft.

The standard long-term rate of grant is 20 per cent, and the development area rate 40 per cent. But the President announced on December 1 that for expenditure incurred in 1967 and 1968, both rates are temporarily increased by 5 per cent.

The five Board of Trade Investment Grants Offices in Glasgow, Billingham, Crosby, Cardiff and Southend opened in January for the receipt of applications in respect of the first quarter of 1966, which they started paying on April 1, when they also started receiving claims for the second quarter of 1966.

New projects division for George Kent at Cockermouth

A SPECIAL PROJECTS division specializing in instrumentation products of advanced design is to be established with headquarters in Cockermouth, West Cumberland, by the Luton-based George Kent Group. Design and development work with some prototype production will begin shortly. It is estimated that the first two years will be devoted primarily to design and development work with the whole operation getting fully under way in about five years, the final work force being approximately 200 people.

Chancellor 'blows a trumpet for Britain's exports'

'BLOWING A TRUMPET for Britain's exports' at a meeting of the Bristol and West Exporters Club on June 16, Mr. James Callaghan, Chancellor of the Exchequer, said that this country earned a surplus in its accounts with foreign countries of £151 million in the six months ending March last. That was the biggest surplus for a very long time. And it meant that we could face with much greater confidence the seasonally adverse period that was now approaching.

'Next, our exports in the first five months of this year are 6.7 per cent higher than they were in the first five months of last year', the Chancellor said. 'Imports have also increased and they are 4.2 per cent higher than in the corresponding five months of 1966. But as you will see, exports have increased faster than imports and on the basis of the first five months this represents an improvement of £100 million a year in our trading account.

'In fact, our exports are gaining steadily on imports. Before the war for every £100 of goods we imported we sold £65 of goods abroad. After the war we began to push up this proportion and in 1966 we sold abroad as much as £98 of exports for every £100 we imported. At the present time we export more goods per head of the population than any of the other major exporting countries in the world. Last year the total of exports was £5,000 million.

'The sheer size of that figure gives the lie to the complaint that our goods are uncompetitive overall. This £5,000 million of exports last year was 7 per cent more than in 1965 and 1965 itself was about 7 per cent up on 1964.

'Nor is it true that we are selling old-fashioned goods to old-fashioned markets. The truth is that our exports in some of the most modern industries are growing at a much faster rate than some of our traditional manufactures. We are today achieving our best successes in the most competitive and dynamic markets in the world, namely Europe and the United States.'

Referring to the Productivity Conference called by the Prime Minister earlier in the week, Mr. Callaghan said that one industrialist who was present gave an example of his export performance in Germany. In 1960 his firm had no market in Germany. Seven years later – today – this British firm had 40 per cent of the German market of the particular product that he manufactures. He was able to sell more cheaply than his German competitors who were now conforming to British styling and had had to reduce their prices in the German market. This was an illustration of the success of much of our modern salesmanship in the most competitive markets.

'Naturally there is room for improvement', the Chancellor added. 'We could do a lot better yet and we need to do so but that is no reason for running ourselves down. The basic principle for selling exports is for the exporter to sell what his overseas market wants and not what the manufacturer makes. I quote the words of one of our most successful and efficient businessmen. What is needed "is to produce what the customer really wants and not what the manufacturer thinks the customer wants." Hence the importance of marketing research and efficient overseas sales teams if necessary on a co-operative basis.'

The Chancellor reminded his audience of the facilities offered to exporters, 'I can fairly claim on behalf of the Government that the exporter has never had as much encouragement as he gets today', he said.

'First of all, as regards the overseas trade missions that your club and other clubs take part in, the Government is ready to contribute 50 per cent of the cost of trade missions including cost of fares, the cost of travel and hotels. When these missions reach their destinations they are not left to their own devices as you know very well. Our overseas embassies and consulates are geared to put local facilities at your disposal. There is also a Government facility for firms who wish to exhibit at recognized overseas trade fairs under which contributions will be made towards the cost of exhibiting. New credit arrangements have been devised with Government backing to give assured lines of credit for export purposes.

'Another example of the backing that the Government is giving to the export drive is the quarterly rebate of indirect taxes on exports. This varies from 1¼ per cent to 3½ per cent of the invoice value of the goods and will be worth nearly £100 million in the course of this year alone to exporters.

'Let me give you a few examples of the value of the rebates. The chemical industry gets a rebate of indirect taxes on exports of £6 million. The rebate for the vehicle industry is £15 million and for the engineering industry as a whole the rebate works out at £19 million. A number of exporters have told me that they have been able to cut their price margins or finance additional promotion or add to their profits as a result of the export rebates.'

The Chancellor said many people frequently suggested that if we were to switch to a value-added tax it would make for greater profitability and therefore increase exports. 'Let me say that if there are any changes that can be made in the tax system to assist British exports then I should regard it as my responsibility to do it', he said.

Of course we should have to have regard to the prospect of our competitors copying such a system within a few months. There would be no advantage to be got from arrangements under which the main exporting countries engaged in a cut-throat war on export incentives. Moreover, any scheme needed to be consistent with our existing obligations to the European Free Trade Area and to the GATT which specifically precluded direct tax incentives for the export of goods.

'These conventions don't stop us from giving certain reliefs for exports for the remission of indirect taxes and that is what we have done. So our approach is by no means negative. But I do not think the case for a value-added tax as a means of helping exports has been proved', the Chancellor said.

The value-added tax as a means of helping exports was examined a few years ago by the Richardson Committee and they reported conclusively against the change on those grounds. Of course it was true that a value-added tax might become necessary if we became members of the Common Market, but it was significant in this connection that the EEC countries did not argue the benefit to exports of a switch to a value-added tax. They saw the value-added tax essentially as a source of revenue.

'The growth of world trade, particularly in the United States and Germany, has slowed down in recent months, but the opinion of most experts who study these matters is that world trade will pick up again during the autumn and this will give further renewed opportunities to our exporters to make 1967 a record year', the Chancellor said.

'As to our economic position in this country, we have begun a period of controlled expansion from which the motor car industry will benefit during the second half of this year. Naturally some other industries whose home market has not been expanding are pressing for yet more reflation. Much as I would like to help them, I must tell them that I have no more in mind at present. Further measures of reflation beyond those we have announced would not be warranted at present.

'These industries cannot look to the Government to create a soft home market. Naturally they want to be profitable. The way to do it is to rationalize their production and to become more aggressive overseas. They must look to exports for their salvation and their prosperity.

'The over-riding necessity for this country is to maintain a steady rate of growth that we can sustain year by year and not plunge into an uncontrollable boom that would lead to balance of payments deficits again. Naturally I shall continue to review the situation at regular intervals, but it is quite clear that industry will benefit most from a steady rate of growth and it will be my objective to maintain this.'

British Commercial Representatives

THE FOLLOWING amendments should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on May 19:

FRANCE

BORDEAUX: Mr. F. Smitherman, MBE, has replaced Mr. D. G. Mitchell, MBE, as Consul.

LYONS: Mr. J. O. McCormick, CMG, has replaced Mr. J. F. Brewis, CMG, CVO, as Consul-General.

NICARAGUA: At the end of the entry *add* (Telex 201-3420028 a/b PRODMGA 3420028).

UNITED STATES

CLEVELAND: At the end of the entry *add* (Telex 20660-98-6494 a/b BRITAIN CLV).

The President of the Board of Trade, Mr. Douglas Jay, opened new premises for the Scotch Whisky Association in London recently. The President is seen here with Sir Ronald Cumming, chairman of the association, and of The Distillers Co., Ltd.

President of the Board of Trade to visit South-west

MR. DOUGLAS JAY, President of the Board of Trade, is visiting Cornwall, Plymouth and Exeter, from June 22 to 24, and will carry out several engagements relating to his responsibilities for industrial development, export promotion, tourism and civil aviation.

Mr. Jay was expected to fly to St. Mawgan airfield near Newquay on June 22, and to dine informally with the chairman and representatives of the Cornwall County Council.

On June 23, the President will visit K. P. Morritt Ltd., fishing reel manufacturers at Falmouth, and the South Crofty tin mine, Redruth; Mr. Jay will then mark the site for a Board of Trade advance factory at Redruth, and open an extension to the factory of John Heathcoat and Co. Ltd., Redruth, manufacturers of high grade textile fabrics. After attending a luncheon given by the Camborne-Redruth Urban District Council, Mr. Jay will visit Fine Tubes Ltd. and Ranco Ltd., engineers, at Plymouth and in the evening he will dine with the Plymouth Corporation.

On June 24, the President will visit Exeter Airport and have meetings with the South-West Travel Association and the Devon County Council.

Mr. Mallalieu at ministerial meeting of Eurocontrol

MR. J. P. W. MALLALIEU, Minister of State, Board of Trade, presided over the 18th session of ministers meeting in the Permanent Commission of Eurocontrol on June 22 in Brussels.

Eurocontrol, the European Organization for the Safety of Air Navigation, was founded in 1960 to meet the new requirements of increased international air traffic. The Convention was ratified by participating governments and came into force on March 1, 1963. Mr. Mallalieu is currently president of the Permanent Commission of Ministers which governs the Eurocontrol organization. The presidency is taken by a minister from each participating country in turn for a year. Mr. Mallalieu's term of office expires on June 30, 1967.

Changing pattern of tourism —Mr. Mallalieu

MR. J. P. W. MALLALIEU, Minister of State, Board of Trade, speaking at the summer meeting of the British Resorts Association at Ventnor, Isle of Wight, on June 15, said he wanted to attempt to forecast the changing pattern of tourism in this country over the next 10 years in relation to the resources and needs of the towns and resorts which the association represented.

'First,' he said, 'one must look at the tremendous growth in international tourism which has taken place in the two decades since the war and which continues to grow at a never-slackening pace. In 1956 a mere one and a quarter million visitors came to our shores from foreign countries, the Commonwealth and the Irish Republic. Ten years later by 1966 this figure had grown almost threefold to well over three and a half million. By 1970, at the current rate of growth, it has been estimated that Britain will be attracting a total annual inflow of nearly six million visitors. Not all of them will want to spend the whole of their time in London or at the more famous tourist centres such as Oxford, Cambridge or Stratford-on-Avon, and here, surely, is a great opportunity for the inland and seaside resorts which you represent. Every one of your areas has something unique to offer the tourist from historical or legendary associations.

'At the same time as increasing numbers of visitors are arriving in Britain, more and more of our own residents are seeking to go abroad for their own holidays. In many ways it would be wrong to regard this as anything other than an entirely healthy development. International tourism is a symbol of the free circulation of people and ideas. At the same time I am equally certain that a determined drive must be made to encourage our own people to take their holidays within Britain and to provide them so far as is humanly possible with the facilities which they seek abroad.'

In order to do this, said the Minister, there must be 'co-operation'.

'In the first place there must be co-operation between your Association and your members on the one hand, and the British Travel Association on the other. As you well know, the BTA is the Government's chosen instrument for the task, not only of increasing the number of visitors coming from overseas to the United Kingdom, but also (and I cannot stress this too highly) of fostering and developing among residents of this country the practice of spending holidays in Britain. The Government's contribution to the BTA has risen steadily year by year, and for the current year will be at least £2½ million. How can the BTA assist us to take advantage of the growing demand for holidays and tourism? The answer I would suggest is twofold. First the BTA possesses a vigorous and growing Research Department, which has available a wealth of information about the needs and requirements of visitors. The tastes of the holiday-maker are changing, and if your towns are to compete successfully with the attractions of holidays abroad, it is essential that first you should become aware of trends in requirements, and secondly, that you should equip yourselves to supply what is needed. I am glad to say that in recent years a considerable number of you have collaborated with the British Travel Association in carrying out research. This is excellent, but there is always a constant need for more research; and because there is no such thing as an 'average holiday-maker' or an 'average resort', much of this research work must of necessity be done at a local level.

'The second field in which the BTA has much to offer you is that of publicity. I know, of course, that your Association is already engaged in valuable publicity work and is co-operating with the BTA in doing more. It has been estimated that the amount spent on advertising in Britain for holidays abroad is 10 times as much as that for holidays in Britain. The British Travel Association, with support from the Board of Trade, are now planning a substantial increase in home publicity for holidays in Britain and will be seeking your support in the implementation of their plans.'

The Minister added that to be effective, publicity must be carried out not only locally and on a national plane, but also on a regional basis. 'The holiday-maker of today tends to spend his holiday not in one resort, but rather in a region, spending a few days in each of several centres. For this reason it would be greatly to the advantage of all resorts within a given region to carry out co-operative regional publicity and to provide regional, rather than purely local, information services.'

Export promotion: responsibilities of the BoT and Ministry of Technology

AS THE Ministry of Technology is now the sponsoring department for most of Britain's engineering industries and as those industries are the largest and most expansive contributors to our exports, there is need for close co-operation between the Ministry and the Board of Trade on export questions.

In broad terms the respective roles of the two departments are these:

(a) The Board of Trade are responsible for Britain's commercial and trading relations with overseas countries and for the range of export services provided by the Government. It follows that the Board are responsible for dealing with company inquiries about overseas trading conditions and for responding to requests for help in overcoming marketing difficulties whether due to unfamiliarity with overseas conditions or to regulations and conditions laid down by overseas governments. The Board, through ECGD, are also responsible for export credit insurance and are closely concerned with all questions relating to export finance. The Board are in the lead in initiating and carrying through overseas trade promotion events, such as British Weeks and participation in trade fairs. They also are responsible for policy on export publicity and have the main responsibility for supporting the British National Export Council and its Area Committees.

(b) The Ministry of Technology is responsible for promoting the efficiency and performance of the engineering industry and generally for fostering its healthy economic and technological development, including its export effort. To these ends the Ministry is responsible for ensuring that the industry is aware of the most advanced production techniques and equipment, of the ways of improving its products and reducing its production costs so that it is able to meet the home demand and compete successfully in export markets. It follows that where a firm in the industry finds its export effort impaired by conditions or circumstances arising in this country, it should normally look to the Ministry of Technology for advice and guidance on government policy and to initiate remedial action or provide assistance. To fulfil its responsibility as sponsoring department, the Ministry of Technology has to keep itself fully informed of conditions in the various branches of the engineering industry so that it is not only ready to offer appropriate help when this is sought, but can itself see the need for remedial measures, anticipate future difficulties and stimulate interest in exports so that the width and depth of the national export effort is constantly being enlarged. In the longer term the Ministry seeks to promote those structural changes which are necessary to arrive at industrial units appropriate to modern technical and competitive conditions in overseas markets. But the general responsibility of the Ministry of Technology for sponsoring the engineering industry does not in any way preclude direct contact between the industry and the Board of Trade on matters of mutual concern.

In brief, the central export interest of the Board of Trade is in the opportunities and potentialities of overseas markets for British goods. It is also the function of the Board of Trade to make known directly to engineering firms the facilities offered by the Government for promoting exports. In normal circumstances an individual firm requiring advice or assistance on exports would be expected to approach the Board of Trade (Export Services Branch or the appropriate Regional Office) in the first instance. The Ministry of Technology's interest centres round the export performance and capability of the engineering industry. It is the common concern of the two departments that these aspects should be brought into an active relationship so that the capability matches the opportunities. The President of the Board of Trade and the Minister of Technology are members of the National Economic Development Council and both departments actively participate in the work of the Little Neddies.

The broad allocation of functions described above is applied in individual cases with due regard to the particular circumstances so that discussion with industrial organizations and with individual firms are conducted in a common-sense fashion. Subject to this, the general working arrangements between the two departments are as set out in the following paragraphs.

At headquarters, the Ministry of Technology normally concerns itself with the total export effort of an industry or firm as one of the major elements in its total performance. For this purpose the Ministry may find it desirable in some instances to set up an Export Committee or Group for a particular industry. The Board of Trade are concerned with the performance of an industry or group of industries in a particular market or group of markets. The Board for their part may establish country or area committees concerned with the general stimulation of exports to the areas in question, such as the Area Committees of BNEC. Such committees are not confined to the interests of one particular industry. The department in the lead will normally associate the other department with any substantial inquiry, issue or promotion effort in connection with exports. Special arrangements apply to the export of defence equipment including aircraft and engines.

At regional level, the Board of Trade organization has a substantial staff specially equipped to deal with export questions. Board of Trade Regional Offices are in regular direct touch with engineering firms on export promotion. Ministry of Technology Regional Offices are mainly concerned with production aspects and, since exports depend on improved performance, the services of the two departments are complementary.

ECGD in the financial year 1966-7

THE FOLLOWING STATEMENT on the past financial year's trading results was issued on June 14 by Sir Anthony Percival, the secretary of the Export Credits Guarantee Department:

'In the past financial year ECGD bore most of the weight of heavy delays in payment which would otherwise have fallen on British exporters. Our claims payments totalled £22 million. Premium income was £8.9 million. The interest on accumulated balances and recoveries on claims made in earlier years made up a part of the difference, but the commercial account showed a deficit of £6 million.

'In the commercial account claims rose from £7.4 million in the previous year to £19.2 million in the year just ended. Other items showed no substantial change: premium was £6.9 compared with £6.8 in the previous year (premium rates had been reduced but turnover had increased); recoveries including interest £6.2 million (£5.8 million); notional interest £2.8 million (£2.7 million); and administration £2.7 million (£2.5 million). Insured turnover under this commercial account business rose from £1,412 million in the preceding year to £1,588 million.

'In the national interest account claims rose from £1.2 million in the previous year to £2.8 million. Other items showed little change: premium was £2.0 compared with £2.9 million in the previous year; recoveries including interest, £0.9 million (£0.8 million); notional interest £1.0 million (£0.8 million); and administration £0.28 million ((£0.25 million). The resulting cash balance was £0.8 million. Turnover rose from £69 million to £95 million, largely reflecting an increase in the plant now coming forward for shipment under earlier financial guarantees.

'It is interesting to analyse the claims (under both classes of business taken together) of over £22 million. These payments, of course, relate very largely to business taken on in previous years. Of the total only £4.9 million represented the failure of private buyers; we can expect to recover about a third of this. The remaining £17.1 million was caused, in one way or another, by the exchange difficulties of the buying country. Although we have to remind ourselves that "there can always be a first time", our experience in the past has been that such losses are eventually recovered in full even though there can often be a very long wait. Our biggest payout of the year – £7.4 million – resulted from the economic and political troubles in Ghana; Egyptian sterling shortages accounted for another £5 million. In both cases arrangements have since been made for these debts to be cleared, with interest, over a substantial period of years. In the case of Indonesia, where we have paid claims totalling £2.2 million and are a relatively minor creditor, discussions are still in progress.

'The position is thus less alarming than might appear at first sight. The heavy payments in this one year do not indicate a deterioration in our general level of risk. Although we expect that claims payments will continue to be heavier than usual in the next year or two, the inflow of recoveries should slowly restore the position given normal conditions, and we expect that the underwriting

accounts for each of the years concerned will ultimately break about even.

'Clearly however this is not a year in which we can reduce premiums any further. On average the present premiums, following reductions of roughly 23 per cent over the past two years, are less than half what they were 10 years ago.

'Our business in the past year has increased faster than the general growth in exports. This suggests that our services are increasingly widely appreciated. To cater for this increased business and to take some of the load off our hard-pressed London offices, we have, in the past year, opened offices in Reading and Bedford, and we plan to open a further office in the Crawley area.

'The year has seen important technical developments in our service to our policyholders.

'The new bank guarantees introduced in April last year for shorter term business (under two years credit) have made good headway. More than 600 of these have now been issued, sufficient if fully employed to cover outstandings of £70 million. In their first year they have been used in the financing of about £75 million of exports. The use of shorter-term guarantees should shortly increase further when we begin to give guarantees for the financing of business on open account. With these new guarantees our bank guarantee facilities will be available for the financing of virtually all export busines done on credit.

'The financial guarantees, introduced in 1961, have continued to prove attractive. Last financial year 22 were issued relating to a total contract value of £61 million. One should not, of course, get them out of perspective; they and other forms of cover for capital goods and projects represent only 12 per cent of our business.

'During the year we have taken several steps to introduce greater flexibility in this field. With some justifiable hesitation, because we believe that our own approach is demonstrably the soundest and in general the most useful, we have agreed that, for Liberty-ship replacements, we will give exporters the option of the Japanese system, which relies to a considerable extent on the mortgage as security, but with guarantees by a bank of the credit instalments due in the first two and a half years after delivery, or our own, which provides for longer credit but tailors the security arrangements to the financial standing of the buyer. We believe that most exporters and reliable buyers will continue to prefer our moral terms.

'Last year we encountered the problem that certain credits which the USSR was able to count on obtaining elsewhere were putting our machine tool industry at a disadvantage in the market. In the context of the recent general trade discussions with Russia we therefore offered to cover bank credits for aggregations of orders for machine tools, with repayment terms related to the total value of such orders placed during an agreed period. Discussions on the detailed arrangements are still in progress.

It is perhaps worth noting that this year two out of every three firms which gained the Queen's Award for exporting were ECGD policyholders.'

Export Credits Guarantee Department accounts

	'Commercial' Insurance		'National Interest' Insurance	
	1965-66	(Provisional) 1966-67	1965-66	(Provisional) 1966-67
	£ million	£ million	£ million	£ million
Income				
Premium	6·8	6·9	2·9	2·0
Recoveries	5·2	5·8	0·7	0·9
Interest	3·3	3·2	0·9	1·0
	15·3	15·9	4·5	3·9
Expenditure				
Claims payments	7·4	19·2	1·2	2·8
Administration and services	2·5	2·7	0·3	0·3
	9·9	21·9	1·5	3·1
Increase (I) or Decrease (D) in revenue balance	(I) 5·4	(D) 6·0	(I) 3·0	(I) 0·8
Cumulative reserve at beginning of year	54·8	60·2	16·1	19·1
Cumulative reserve at end of year	60·2	54·2	19·1	19·9

ECGD financial guarantee for bulk carrier for Norway

THE EXPORT CREDITS Guarantee Department has signed a financial guarantee covering the sale to Norway of an 18,000 ton bulk carrier.

The £1.2 million contract is between Lithgows Ltd., Port Glasgow, and A/S Kristian Jebsens Rederi of Norway. A loan of £944,000 is being made to the buyer by Hambros Bank Ltd., acting on behalf of the Midland Bank Ltd., the Bank of Scotland and themselves.

ECGD signs £1·5m financial guarantee for cargo ships for Panama

THE EXPORT CREDITS Guarantee Department signed on June 14 a Financial Guarantee covering the sale of two cargo vessels of 14,200 tons to Panama. The £1.9 million contract is between Bartram and Sons Ltd., of Sunderland and buyers represented by the Aegis Shipping Company Ltd. of Greece.

The £1.5 million loan for the purchase of the vessels is being made available by Hill, Samuel and Co. Ltd., acting on behalf of Barclays Bank Ltd. and Lloyds Bank Ltd.

Work of Customs Co-operation Council

THE CUSTOMS CO-OPERATION COUNCIL met in Brussels from June 6 to 9 for its 29th/30th sessions. The recent accessions of Algeria, Ceylon, Chile, Tunisia and Upper-Volta had brought the total membership of the Council to 53 countries.

These sessions of the Council saw completed the alignment of the French and English texts of the Brussels Definition of Value and its Interpretative Notes annexed to the Convention on the Valuation of Goods for Customs Purposes of December 15, 1950. The alignment had become necessary because experience of practical application of the Definition over the years had shown that there were risks of divergent interpretations of the texts.

The Council adopted a Recommendation in accordance with which the present 21 contracting parties to the Valuation Convention would replace the two Annexes to the Convention containing the Definition and its Interpretative Notes by the fresh texts contained in the Recommendation. The Recommendation will come into operation when it has been accepted by all the contracting parties to the convention.

The Council adopted the texts of two other Recommendations: the first on the facilities to be granted when goods are returned to the country from which they have been exported, and the second on the right of appeal that should be available in order that persons aggrieved by decisions or actions taken by Customs authorities may lay their case before a competent authority. An International Customs Norm on the right of appeal was also approved.

Note was taken of current developments in the international carriage of goods in large containers and it was recognized that the introduction of containerized door-to-door transport would impose major changes on all those concerned with international trade. In view of the importance of this matter, the Council agreed that it would bring all its resources to bear on the Customs problems involved.

The Council also adopted a Resolution on the uniform tariff classification of interchangeable tools and erecting and servicing tools imported with the machines with which they are to be used.

'SHOP WINDOWS FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Anglo-New Zealand consultations on Britain and EEC

THE COMMONWEALTH OFFICE announced on June 13 that Mr. J. R. Marshall, Deputy Prime Minister of New Zealand and Minister of Overseas Trade, had held consultations with British Ministers during the past week about the special problems which would be involved for New Zealand if Britain were to become a member of the European Economic Community. The British Ministerial delegation was led by Mr. H. W. Bowden, Secretary of State for Commonwealth Affairs, and included Mr. Douglas Jay, President of the Board of Trade; Mr. F. Peart, Minister of Agriculture, Fisheries and Food; Lord Chalfont, Minister of State, Foreign Office; and Lord Beswick, Parliamentary Under-Secretary for Commonwealth Affairs. Mr. Marshall also paid calls on the Prime Minister and the Foreign Secretary.

The main purpose of the consultations was to consider jointly what safeguards should be sought for New Zealand's essential interests in British negotiations with the EEC. Particular attention was paid to New Zealand's exports of butter, cheese and lamb. A wide range of possible safeguards was examined. Possible arrangements which would provide an institution basis for New Zealand's special trading position with an enlarged Community were also examined.

It was agreed that there should continue to be the closest possible liaison and consultation between the two Governments.

International licensing is 'big business'

'INTERNATIONAL LICENSING' was the subject of a special conference held in London on June 7 and 8. The event, the first of its kind to be held in this country, was staged jointly by the British Institute of Management and the Licensing Executives' Society of the United States, and chaired by Mr. Dudley B. Smith, president of the society.

One hundred and fifty senior executives heard Mr. Smith open the proceedings with a brief account of the society, which now has a world membership of 350, of whom 280 are in the United States. Altogether, said Mr. Smith, there were probably 3,000 licensing executives throughout the world, of whom about 60 per cent had a legal background.

There is no doubt that international licensing is now a booming activity. One of the speakers, Mr. H. Henley, president of Cluett Peabody and Co. Inc., said that at least 650 United States firms had been licensing patents in 1957, and by 1966 their number had increased threefold. In 1966 total overseas earnings by American firms from licensing amounted to 650 million dollars and the 1966 figure was expected to be in the region of 760 million dollars. 'This is big business,' he added, 'and one which has grown without public notice.' International licensing, Mr. Henley claimed, was also a tool of research, the answer to many trading problems and an aid programme at the business level. Mr. W. A. Schaich, director of patents of Owen-Illinois Inc., described taking out a licence as the 'quickest and cheapest way of closing the technology gap.'

British receipts from overseas licensing are more modest, but none the less sharing in the healthy upward trend. Mr. M. J. Methven, a solicitor in the legal department of ICI, put these at £58.9 million for 1964, against which United Kingdom firms paid a total of £50.3 million in the same year for the right to use overseas patents. In recent years, however, there had been a substantial growth in licensing– ICI, for example, completed 50 per cent more agreements in 1966 than in 1963 – especially with countries in Eastern Europe. There were, at the same time, all manner of problems ranging from double taxation arrangements to the question of guaranteeing the process.

Another problem, mentioned by H. R. Mathys, deputy chairman of Courtaulds Ltd., was the clogging of patent offices as a result of a vast increase in the number of patent applications. Mr. Schaich said that harmonization of the world's many diverse patent systems was desirable, but in his opinion improbable.

But whatever the obstacles and frustrations, international licensing seems to be moving from strength to strength. All other considerations apart, it is one way of earning foreign currency, and also a method of getting into markets which may otherwise be barred to the products of certain countries.

Mr. George Darling, Minister of State, Board of Trade, speaking at the International Conference of the Zinc Development Association on June 12. The Minister spoke of the great progress in the British zinc industry since the last International Zinc Conference in Britain, 13 years ago.

Aircraft industry debate

MR. JOHN STONEHOUSE, Minister of State, Ministry of Technology, speaking in the debate on 'European Collaboration in the Aircraft Industry' at the Assembly of the Western European Union, Paris, on June 13 said that the prospects for Europe's success in building aircraft in co-operation depended very largely on establishing a basic market for the products which European industry could produce.

'The European airbus is an example of a project which can be viable on this basis. It allows for the co-operation between three countries in the research and development of a new aircraft. A commitment by three national airlines to buy this aircraft will give the European producers as strong a position as any American producer with a domestic market in the United States. It is essential that the European airbus should have a European engine. There is no doubt that Europe can produce aero engines of advanced technology as efficiently and reliably – if not more so – than those produced in the United States. There may be opportunities for other countries to participate in the production of the airbus provided that their national airline is making a purchase.'

Mr. Stonehouse added that the European airbus project could be followed by other projects to meet the needs of European airlines in the decades ahead. 'They will be booming ones for the civil aviation industry. With passenger traffic trebling every 10 years and freight traffic doubling every four years there is every reason why a European aircraft industry should meet the growing demand for aircraft.'

Oil pollution: extension of prohibited sea areas off coasts of Greece

THE BOARD OF TRADE announce that from June 28, 1967, ships will be prohibited from discharging persistent oils in the area of the Mediterranean Sea within 100 miles from the nearest land along the Greek coast. This will include all ships to which the International Convention for the Prevention of Pollution of the Sea by Oil 1954, as amended in 1962, applies.

This follows the acceptance by Greece of the Convention which will entitle her to the protection of a 100 mile prohibited zone. Hitherto the prohibited area extended only to 50 miles from her coasts.

Notes:

This prohibition has been given legal effect for British ships by the Oil in Navigable Waters (Prohibited Sea Areas) (Amendment) Order 1967 (SI 1967/891) (price 3d., plus 3d. postage) which comes into force on June 28, 1967. This Order amends the Oil in Navigable Waters (Prohibited Sea Areas) Order 1967 (SI 1967/709)

which gave effect to the extension of prohibited sea areas introduced by the amendments of the Convention.

The prohibition applies to tankers of 150 tons gross tonnage or more and to other ships of 500 tons gross tonnage or more. Certain limited exceptions are provided by the Oil in Navigable Waters (Exceptions) Regulations 1967 (SI 1967/711).

Thirty-four Governments, including the United Kingdom, have accepted the 1964 Convention and, with the exception of Italy, the 1962 Amendments to the Convention. These include almost all the important maritime countries.

Japan has announced her intention of accepting the amended Convention this year.

The 1962 Amendments, which extend the prohibited sea areas and prohibit new ships of 20,000 tons gross tonnage or more from discharging persistent oils anywhere at sea, came into force on May 18, 1967.

Persistent oils are crude oil, fuel oil, heavy diesel oil and lubricating oil. These are slow to disperse or evaporate when discharged at sea.

The penalty for the illegal discharge of oil at sea is a fine of up to £1,000 in a magistrate's court. There is no limit to the fine which may be imposed on indictment.

Shipbuilding Industry Board welcomes Tyne shipbuilding group

THE SHIPBUILDING INDUSTRY BOARD state that they welcome the announcement by four major shipbuilding undertakings (Swan Hunter Group, Vickers Ltd., R. W. Hawthorn Leslie and Co. Ltd., and John Readhead and Sons Ltd.), on Tyneside that they have decided to amalgamate their respective shipbuilding interests on the Tyne in a new joint shipbuilding company. The Board consider that the proposed merger represents a major step towards implementing the recommendations in the Geddes Report.

New member of BNEC New Zealand

MR. KENNETH CYRIL FORD, sales director of Associated Electrical Industries International Ltd., has joined BNEC New Zealand.

Mr. Ford was chairman and managing director of Associated Electrical Industries (NZ) Ltd. from 1959 until his return to London this year. He was also the first chairman of Mitchell-AEI, a new company formed in New Zealand at the end of last year.

Press circulation mission to Toronto

A SUBSTANTIAL circulation boost for British newspapers and periodicals in Toronto and neighbouring districts of Canada is the aim of a nine-man trade mission sponsored by the Newspaper Proprietors' and Periodical Proprietors' Associations, with assistance from the British National Export Council.

The mission flew to Toronto on June 21 for a week's stay. Members will spend three days strengthening distribution arrangements and then will hold receptions for the 600 agents who will be asked to display British newspapers and periodicals during British Week Toronto in October.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 *under the name of the Patent Office Library, but he was clearly in sympathy with its function.* 135,000 *people in* 1965 *came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including* 9,000 *current periodicals, are freely open to the public without formality. Photocopies at* 9d. *a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

Modernizing telecommunications in Cameroon: £350,000 loan

AN AGREEMENT for the provision of a £350,000 interest-free loan to the Federal Republic of Cameroon was signed on June 16 in Yaounde, capital of Cameroon, by representatives of the British and Cameroon Governments. It is to help modernize the telecommunications system in Cameroon and will be used to supply British equipment, which will be installed under the guidance of British personnel.

The main items of equipment to be provided under the loan are telephone exchanges, telephone instruments, wire and cable, prefabricated buildings, diesel electric plant, steel towers, radio equipment, switchgear and lighting, aerials, vehicles, and batteries.

The loan is repayable over 25 years and there is a two year grace period for repayment of capital followed by five years graduated repayments.

A British telecommunications expert is being provided under technical assistance arrangements to help with the modernization plan.

Scotland plans most ambitious programme of trade missions

PLANS HAVE been prepared for what is called the most ambitious programme of trade missions ever to leave Scotland. Over the coming months, teams of businessmen will go to Czechoslovakia, Hong Kong, Japan, Canada and Russia. Promoted by the Scottish Export Committee, the missions will be planned in detail, and several thousand business appointments will be arranged for the visiting industrialists. Although the accent will be on selling, the visits will be used to develop publicity for Scottish products and Scotland.

The first mission leaves next month for Czechoslovakia. Led by Mr. Matthew Wylie, a member of the Scottish Export Committee, the 12-strong mission will be based at Prague and will visit a wide range of Czech industrial concerns.

The second Scottish trade mission will be to Hong Kong and Japan in September. It will be the largest trade group ever to leave Scotland, with a party of 36 led by Lord Clydesmuir, chairman of the Scottish Council (Development and Industry).

In spring 1968 the Scottish Export Committee have planned a three weeks' visit to Canada, and in autumn 1968 a major mission to the Soviet Union.

Announcing the programme of trade missions, Lord Clydesmuir said that Scottish manufactured exports had gone up 50 per cent in the last five years from a value of £330 million to £500 million, and they were now going ahead to cash in on this commanding position.

BAEC mission to Czechoslovakia, Rumania, and Greece

BIG CONTRACTS for British industrialists should follow a mission to Czechoslovakia, Rumania and Greece by Mr. Rudy Sternberg, chairman of the British Agricultural Export Council, the council has announced. Mr. Sternberg was accompanied in Rumania and Greece by the Chief Executive to the Council, Mr. J. G. Thorneloe.

New BNEC leaflet on trade missions

SOME EXAMPLES of the sales results – claimed to range up to more than a million pounds worth of business – achieved by trade missions assisted by the British National Export Council are a major feature of a new BNEC leaflet.

Entitled *BNEC Pays Half*, it also explains in outline how the missions assistance scheme is operated to facilitate selling expeditions or market investigation visits abroad and to bring foreign buyers to visit British firms.

The leaflet is being issued to members of trade associations, chambers of commerce, export clubs and similar bodies, which are eligible to act as the sponsors of officially assisted missions.

It emphasises that personal contact by British businessmen with potential overseas markets and customers is essential for maximizing export sales, and that BNEC assistance to missions has to be channelled through non-trading sponsoring bodies.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 7, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.01	1, 2, 3, 4-Tetrahydro-1, 1, 2, 4, 4, 7-hexamethylnaphthalene	1, 1, 3, 4, 4, 6-Hexamethyltetralin	December 31, 1967	6417
29.04	2*H* - Hexafluoropropan-2-ol	Hexafluoroisopropanol .	December 31, 1967	6998
29.14	Methyl 1-methyl-4-*iso*propylbicyclo [2, 2, 2]-oct-2-ene-6-carboxylate	4 - Methyl - 1 - isopropyl - 8 - carboxymethoxy - bicyclo-[2, 2, 2]-oct-2-en	December 31, 1967	13005
29.21	*OOO'O'*-Tetrabutyl zinc di(phosphorodithioate)	Zinc butyl phosphorodithioate	December 31, 1967	13021
29.22	*NN* - Diethyl - *p* - phenylenediamine sulphate	As in previous column .	December 31, 1967	13043
29.25	*O* - Acetyl - 4' - chloro - 3, 5-diiodosalicylanilide	3, 5-Diiodo-4'-chloro-salicylanilide acetate ester	December 31, 1967	13040
29.30	*iso*Cyanatocyclohexane .	Cyclohexyl isocyanate .	December 31, 1967	13038
29.34	Tetramethylsilane . .	As in previous column .	December 31, 1967	13035
29.35	2 - Ethoxy - 3, 4 - dihydropyran	2 - Ethoxy - 3, 4 - dihydro-2H-pyran	December 31, 1967	13016
29.35	Haloperidol . . .	As in previous column .	December 31, 1967	2351
29.35	5 - Mercapto - 1 - phenyltetrazole	As in previous column .	December 31, 1967	13036
29.35	Nifenazone . . .	As in previous column .	December 31, 1967	6160
29.36	Thiothixen . . .	2 - Dimethyl sulphamyl - 9 [3 - (4 - methyl - 1 - piperazinyl)propylidene] thiozanthene B isomer	December 31, 1967	13026
29.44	Oxytetracycline dihydrate	As in previous column .	December 31, 1967	2206
38.05	Tall oil, crude . .	As in previous column .	December 31, 1967	4650

NOTE: *Withdrawal of application*
Interested parties will wish to know that the applications for temporary exemption from import duty of 1, 4, 5, 6-Tetrahydro-1, 2-dimethylpyrimidine (29.35) and *iso*Propyl chloroformate (29.14) published in the *Board of Trade Journal* of March 31 (page 810) and May 5, 1967 (page 1125) respectively have been withdraw.

NOTE: *Withdrawal of application for re-imposition of import duty*
Interested parties will wish to note that the application for the re-imposition of the import duty on Acrylonitrile (29.27) at present temporarily exempt from import duty until July 6, has been withdrawn.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed acquisition by Guest, Keen and Nettlefolds Ltd., of Vandervell Products Ltd., or the proposed acquisition of Wolsey Limited by Courtaulds Limited to the Monopolies Commission under the provisions of that Act.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL (*dates of which particular articles, etc., were published*) *should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

An award to mark the issue of the 1,000*th United Kingdom Woolmark licence was made at Wool House, Carlton Gardens, London, by Sir William Gunn, chairman of the International Wool Secretariat and of the Australian Wool Board. He also presented awards to seven leading Woolmark users. Seen here is Mr. L. Berney, managing director of Rembrandt Dresses Ltd.* (*right*) *receiving a commemorative plaque as* 1,000*th licensee from Sir William Gunn* (*left*).

Monopolies Commission report on the supply of infant milk foods

ANSWERING a Parliamentary Question on June 15, Mr. Douglas Jay, President of the Board of Trade, announced that he had reached agreement with Cow & Gate and Glaxo on the voluntary implementation of the recommendation in the report of the Monopolies Commission on the Supply of Infant Milk Foods. The President's answer was as follows:

> 'I have now reached agreement with Cow & Gate and Glaxo on the voluntary implementation of the recommendation in the Commission's report.
>
> 'The companies have agreed that, where the distance between any post office and the nearest shop at which their infant milk foods are ordinarily sold by retail exceeds half a mile, they will supply those foods, either directly or indirectly through a wholesaler, to another retailer who asks to be supplied and whose shop is in close proximity to the post office. The companies have further agreed to give sympathetic consideration to any cases brought to their attention by the Board of Trade of hardship caused by the non-availability of their infant milk foods in any place.
>
> 'I expect this settlement to result in a considerable increase in the number of retail outlets for infant milk foods. Moreover, these outlets should be in the places most necessary to remove possible inconvenience to the public. I believe that the settlement is fair and reasonable in the light of the Commission's findings.'

Notes:

The reference to the Monopolies Commission was made on February 8, 1966, and the report published on February 8, 1967. The Commission found that the practice of restricting supplies of infant milk foods to retail chemists and specified grocers was against the public interest, in that inconvenience to the public resulted in places where there was no retail chemist.

By way of remedy, the Commission recommended that, in places where there was no retail chemist, infant milk foods should be supplied to any retailer wishing to stock them, subject only to normal commercial considerations.

Copies of the report (A report on the Supply of Infant Milk Foods, February 1967) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 5s. 6d., or by post from HMSO, PO Box 569, London, S.E.1, price 6s. 1d.

Middle East situation

THE INFORMATION set out below was the latest authentic information available as the *Journal* went to press on June 20. It will be appreciated that the situation is changing rapidly in all Arab countries and therefore it is difficult to be sure that these conditions prevail.

Algeria. Trade Union boycott is being operated against British shipping in all ports. Payment transfers for all imports other than those (1) subject to the licensing procedure (2) made under clearing agreements (3) made by Governmental organizations and departments and (4) not exceeding DA 300 must be approved in advance by the Central Bank of Algeria who have suspended their arrangements with the Westminster Bank Ltd., and have made arrangements with the Banque Nationale de Paris, who are opening sterling and dollar accounts. New import controls have been introduced curtailing non-essential items which will affect all except Communist countries.

Gulf States. In Abu Dhabi, Bahrain and Qatar, oil shipments for the United Kingdom and the United States have been banned, but flag discrimination has ceased in Qatar. In Dubai and Muscat and Oman, the situation remains normal.

Iran. Situation normal.

Iraq. The Swedish Embassy have agreed to look after British interests.

Jordan. Diplomatic relations remain normal. Amman airport re-opened on June 20. Aqaba port is normal. The Central Bank has banned foreign exchange transfers by commercial banks. Cash withdrawals are limited to JD 200 per month.

Kuwait. Dry cargo handling is normal. Oil exports to the United States and the United Kingdom have stopped and British flag tankers are banned.

Lebanon. The British Ambassador has left but the Embassy is functioning normally. The handling of British and American cargoes is difficult due to local trades union action.

Libya. Diplomatic relations continue normal. British ships are subject to boycott action. Local commercial activities are disrupted by dispersal of local labour forces and evacuation of expatriates. The Bank of Libya have stopped all transfers abroad of Libyan currency. Oil exports have ceased.

Morocco. Situation normal. The Government have announced that, with effect from June 26, import licensing will cease for about half the normal imports, comprising essential raw materials for agriculture and industry; food, machinery and equipment; consumer goods attracting high customs duties (e.g. whisky, perfumes); locally produced goods which are normally exported. Import licences will be required and global quotas will be established for the following; locally produced goods for which some imports are required, e.g. agricultural and industrial equipment and pharmaceuticals; equipment for industries where it is necessary to avoid over production, e.g. textiles and plastics. Approximately 3 per cent of total imports will continue to be prohibited, i.e. non-essential imports, e.g. jewellery, and goods produced in sufficient quantities by local industry, such as certain chemicals, plastics, shoes, etc.

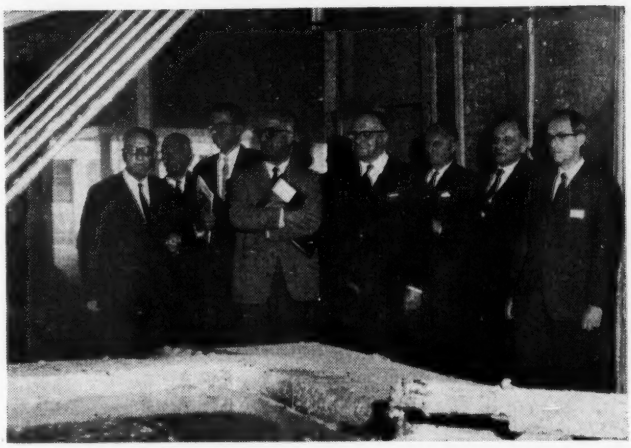
Saudi Arabia. Normal, but shipments of oil to the United Kingdom and United States are banned.

Sudan. Communications are disrupted and Sudan Airport is not yet operating, although it is expected to do so soon. Diplomatic relations continue, subject to discussion.

Syria. The Swiss Embassy looks after United Kingdom interests in Syria. The Indian High Commissioner looks after Syrian interests in the United Kingdom and will be prepared to certify consular documents. Damascus Airport is not yet operating and British and American ships and cargoes are banned in the ports.

Tunisia. Situation has returned to normal.

UAR. Diplomatic staff have left. The Canadian Embassy in Cairo is looking after British interests. The Pakistan High Commissioner in London is looking after Egyptian interests. There is a ban on British and American ships from entering ports. Cairo Airport is re-opening but it is doubtful if it will be available to British and American aircraft.



Visitors from many overseas countries, including Austria, Holland, Italy and Spain, watch hot-dip galvanizing at the main zinc-galvanizing plant of The Crittall Manufacturing Company Ltd. They were some of the members of the European General Galvanizers Association attending the 8th International Conference on Hot-Dip Galvanizing (INTERGALVA) in London from June 11-16.

MOL Central Training Council reconstituted

ON JUNE 13 Mr. Ray Gunter, Minister of Labour, reappointed Sir John Hunter, chairman of Swan Hunter and Wigham Richardson, Ltd., as chairman of the Central Training Council for its second term of office and named 27 other members.

The council has completed its first three-year term of office and has been reconstituted for a further three years; 22 of the members named were also members of the original council.

The Industrial Training Act, 1964, provides that the council shall consist of six employers, six trade union leaders, two representatives of the nationalized industries, not more than six chairmen of industrial training boards, six educationists appointed after consultation with the Secretary of State for Education and the Secretary of State for Scotland and six others with a special interest in industrial training.

The main functions of the council are to keep under review the performance of the different boards and the adequacy of training arrangements in industry generally, and to advise the Minister on the use he should make of his powers to remedy deficiencies.

Industrial Training Board for rubber and plastics processing industry

MR. RAY GUNTER, Minister of Labour, announced on June 13 the appointment of Mr. C. C. Hawkins as chairman of the Rubber and Plastics Processing Industry Training Board, which the Minister is to set up shortly. Mr. Hawkins is chairman and managing director of P. B. Cow and Company Limited, Slough.

Notes:

Mr. Hawkins is also a vice-president of the Federation of British Rubber and Allied Manufacturers.

The Rubber and Plastics Processing Industry Training Board, covering nearly a quarter of a million workers, is expected to be set up by the end of July. It will be the 20th Industrial Training Board to be established.

There are 19 Boards already in operation for the following industries: Engineering; construction; iron and steel; wool, jute and flax; shipbuilding; electricity supply; gas; water supply; ceramics, glass and mineral products; furniture and timber; man-made fibres producing; carpets; knitting, lace and net; cotton and allied textiles; agriculture, horticulture and forestry; civil air transport; road transport; hotel and catering and petroleum.

The Minister of Labour has already announced his intention to establish boards for the distributive trades; the food processing industry; chemical and allied industry; and the footwear, leather and allied products industry. The Minister also has under consideration a board for the fishing industry.

COMMERCIAL SERVICES FOR EXPORTERS—14

How market research can help the British exporter

By G. F. Allen-Woolfe, Chairman of the Export Research Committee of the Market Research Society

THE CRITERION by which the exporter will judge market research, as indeed he will judge any marketing aid, is its investment value. He will more readily appreciate marketing information in the form of published data as it is more easily obtainable and less costly. But reference to published sources will usually take him only part of the way. In the final analysis, to quote the chairman of one of Britain's leading export firms, 'You have to find out what people want, or are likely to want, if it is offered to them. It is local knowledge in detail and in depth which counts'.(1)

And this knowledge will not be obtained solely by executive visits to the market nor by consulting statistical sources, helpful though these aids may be.

To begin with, the problem may relate to one of several possible fields. It may be a question of examining afresh the markets for a traditional product. Or of investigating potential investment in a specific product field. Or of testing reaction to a new, revised or established product by existing and/or potential users. Or, again, of examining the channels of distribution in a particular market or markets. Or of investigating the standardization of product formulae and/or pack design over a number of markets. Depending on the problem, the research objectives may be extensive or limited. They may involve surveying the size of the market within a given product field, the nature of the market, the attitudes of buyers or potential buyers, the consumption pattern, seasonal trends, purchasing practice, sources of supply, etc.

'You have to find out what people want . . . if it is offered to them.' Here is one of many examples which show how failure to observe this precept before marketing the product could have a disastrous effect on sales. In both Britain and a major European country some 90 per cent of the market for women's stockings is accounted for by circular knit seamless stockings. Although there is little difference in the machinery used by the two hosiery industries or between social habits and attitudes in the two countries, the product offered for sale differs in one respect. In Britain about 80 per cent of all stockings are in mesh constructions, the type that does not ladder so easily but is prone to go into holes, while in the other market over 90 per cent of stockings are in plain constructions. Although the ferocity of the price war which raged in the latter's hosiery industry may have played some part, no clear explanation for this difference is available. Whilst it might be detected by casual observation in shops, it would probably not be mentioned by local manufacturers since they have few foreign connections and probably take the matter for granted.

Implementing the right decisions based on knowledge obtained from research facts can often turn uncertainty into profitability; conversely, money and effort can be saved when market research indicates that the product or the market are not right for investment. This occurred in the case of a new electronic device, for whoch the findings from desk and field research showed that the market in question was likely to be too small to be profitable.

Let us consider the factors which may underlie the market research brief. The first step is to clarify exactly what the marketing problem is. This is vital; 'woolly' thinking on objectives may lead to largely wasted money. We will probably begin by having the available published information examined; this is desk research. Such information can be collected in the United Kingdom or directly from overseas sources. In the latter case from Commercial Counsellors in British embassies or from overseas Government bodies and trade associations. Some specialist organizations can provide useful information on specific economic factors. At home the Board of Trade Statistics and Market Intelligence Library can give general statistical abstracts and data on foreign trade statistics. The Commercial Counsellors' departments of foreign embassies are useful sources of information. Where available, the latest population census figures are important, for instance, in devising a sample design, particularly in relation to consumer research.

Broadly speaking, market research divides into two main categories – industrial and consumer market research. Consumer research relates to products that reach ultimate individual consumers. This means that a sample should be designed which will be representative of the total market or that part of the market to which the marketing objectives are geared. Group discussions, properly recruited and controlled for consumer classifications, can be useful preliminary pointers to the type of information which a quantitative survey will more accurately produce.

In the case of industrial market research, since we are here dealing with products that are purchased and used by industries instead of by the consuming public, the total market is likely to be more limited in numbers, but more highly specialist in type. To this extent, therefore, the sample size in relation to the universe will generally be smaller than in a consumer survey.

How does the British exporter set about commissioning a market research project? In the more sophisticated Western markets there are many indigenous research agencies or consultants of a standard similar to those in the United Kingdom. In the emergent or developing countries they are fewer in number and standards may differ, but where local and reliable research facilities do not exist, United Kingdom research executives can be used to control the survey. There is a number of British-based research agencies with experience in overseas research. The Market Research Society (39 Hertford Street, London, W.1) can provide names. Its Export Market Research committee is shortly to publish a directory to which some 400 market research companies throughout the world have contributed data on the facilities they can provide.

The Government, through BNEC, will pay half the cost of approved market research sponsored by the appropriate trade association or chamber of commerce; or bodies such as the Market Research Society, the Institute of Marketing or the Incorporated Society of British Advertisers can present projects to BNEC. Over-

(1) Marketing and advertising in Europe: BNEC Export Council for Europe.

seas market research can be costly but extremely rewarding, and in this respect there is a considerable case for trade associations aiding the small or medium exporter. A number of studies has been undertaken by consortia of British firms, which share the costs and the findings. Moreover, direct exporting implies production on a multi-country basis. 'What the exporter should know is the optimum product to sell across a sufficient number of different countries to show a profit within an acceptably short time. This can be learned from a national-sized sample spread across a supra-national market', with survey costs scaled accordingly.(2)

We began by referring to the investment value of market research to the British exporter. This value will, of course, be influenced by the nature and careful definition of the research problem and by the standard of research services available. Given these qualifications, we cannot do better in this short space than point to the immense and rapid expansion of research expenditure in the home market – from an approximate figure of £4 million in 1959 to £15 million in 1966, with an estimated figure of £25 million forecast to be reached by 1967. This rapid expansion would not have occurred if the return on market research expenditure had not been realistic.

(2) Market Research for Exporting; Lucy Webster.

Previous articles in this series:

		1966
Banking	–	**April 29**
The work of chambers of commerce	–	**May 20**
Insurance	–	**May 27**
Confederation of British Industry	–	**June 24**
Council of Industrial Design	–	**July 15**
The role of export houses	–	**August 5**
Packaging in export	–	**October 7**
Commercial libraries	–	**November 4**
Languages for industry and commerce	–	**November 18**
Education for export	–	**December 2**
		1967
The shipping and forwarding agent	–	**February 17**
What advertising offers	–	**March 3**
How public relations can service the exporter	–	**April 7**

PATENT OFFICE PUBLICATIONS: A VALUABLE SOURCE OF INFORMATION

SPECIFICATIONS and abridgments published by the Patent Office provide a valuable source of information to all sections of industry wishing to keep in touch with the latest developments. These publications may be examined free of charge in the National Reference Library of Science and Invention (Holborn Division – in the Patent Office building), or supplied as required at the prices shown below. The Patent Office also provides other services associated with the selection and supply of information about inventions.

Every application for a patent must be accompanied by a specification which fully describes the invention and states clearly what is the monopoly claimed. After thorough examination within the Patent Office, including an investigation to test the novelty of the invention, specifications found acceptable are published at a standard price of 4s. 6d.

Abridgments of the specifications, prepared by the Patent Examiner, are also published in 25 groups, each of which covers a major field of manufacture. One bound volume of abridgments for each group is published at intervals of eight months (representing a complete series of 25,000 published specifications). These volumes are available at £6 12s. 6d. each, or £155 for the complete set. Abridgments are published weekly in pamphlet form, one pamphlet for each of the 25 groups. The pamphlets will be available within the seven days following the publication of the specifications to which they relate, and subscribers to this service (same price as for the complete volumes) will thus be kept right up to date with accepted specifications.

HRH the Duke of Edinburgh visited West London Air Terminal on June 9 to inspect BEACON, the largest civil computer system in Britain and one of the most sophisticated in the world. Costing £5 million, BEACON is currently used by BEA for automatic seat bookings, but is to be extended next year to give passengers better check-in facilities at the Terminal and London Heathrow Airport, enabling late passengers to be accepted right up to the departure of the aircraft. The photograph shows the Duke asking a point during the demonstration of the Uniset Complex Booking System. On the extreme left is Sir Anthony Milward, chairman of BEA.

In order to facilitate the study of specifications relating to a particular subject, a detailed classification system is employed. The complete classification key which sets out this system is made up of 25 group units, each corresponding to one abridgment group, and each of these units is sub-divided through several levels of fineness. The result is a schedule composed of about 40,000 subdivisions under one or more of which every specification is indexed, and this index is printed on all specifications. Lists showing numbers of all specifications since 1911 indexed under any one of the sub-divisions, or under a combination of sub-divisions in certain fields of manufacture, may be obtained for prices ranging from £1 1s. to £5 5s. The appropriate unit of the key is bound into each abridgment volume and is associated with a subject-matter index to form a guide to the abridgments in that volume. The classification key itself may be purchased at 6s. 9d. per group unit or £8 for the complete set of 25 units. In order to help in locating subjects in the classification key, a reference index is available at £7 7s. This contains an alphabetical list of catchwords which relate to all aspects of inventive art, and indicates the part of the key under which relevant subject matter is classified.

As a further service the Patent Office will supply to subscribers all specifications, as they are published, which relate to any subject expressed in the classification key. The only charge made is that for the specifications so supplied.

The *Official Journal* (*Patents*) is published every Wednesday and, as well as official notices, contains a list of new patent applications and classified lists of accepted specifications. Single copies are 8s. each, and the annual subscription is £20 15s.

All of the above publications are available, post free, from the Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, who will also be glad to give advice. Current specifications are also available at the Sales Counter, Patent Office, 25 Southampton Buildings, London, W.C.2.

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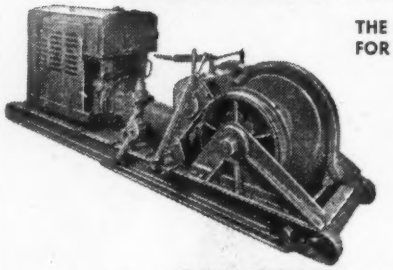

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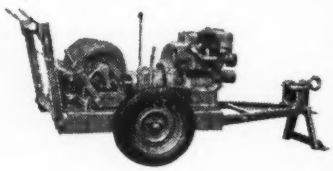

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PERGAMON PRESS

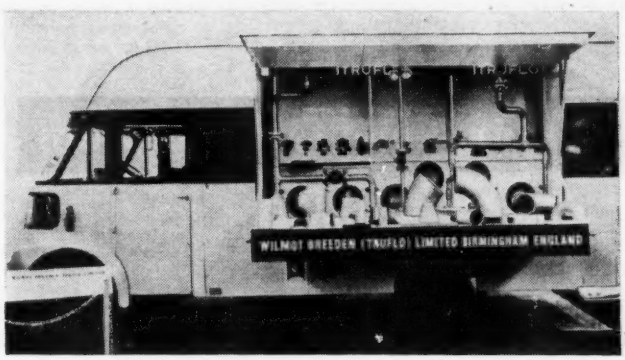
Headington Hill Hall, Oxford. 44-01, 21st Street, Long Island City, New York, 11101, U.S.A.

Opening of the one-day conference, organized by the British National Export Council's European Components Service; it was held on June 9 at the Birmingham Chamber of Commerce and Industry. Left to right: Mr. W. Waller of CAV Ltd., member of the Components Group, ECE; Mr. R. C. Booth, director, Birmingham Chamber of Commerce & Industry; Mr. R. S. King-Farlow, president, Birmingham Chamber of Commerce & Industry; Mr. B. F. W. Scott, vice-chairman, CAV Ltd., chairman of Components Group, ECE; Mr. Peter Tennant, director general, British National Export Council, and Capt. N. Kempson, European Components Service.

Mr. R. E. B. Rollo, managing director, BDH (International) Ltd., (centre, holding book) seen during a break in the first session of an international seminar held recently at BDH Laboratory Chemicals Division, Poole. Attending the seminar are chief executives of BDH's overseas subsidiary companies and area managers. Included among these are Mr. E. Hardcastle, managing director of BDH's South African company; Mr. F. G. Jameson, general manager of the Australian company; and Miss G. P. Unwalla, manager of the Indian company's laboratory chemicals division. Purpose of the seminar is the discussion of problems and opportunities affecting fine chemicals in different areas. Part of the seminar is also being given over to an appraisal of the reagent and fine chemical business undertaken by BDH at Poole, which exports nearly 40 per cent of its production of 7,000 chemicals. It was this export record which helped the British Drug Houses Limited gain a Queen's Award to Industry this year.

Three of the Hawker Siddeley Group of companies, Brush Electrical Engineering Co. Ltd., Petters Ltd., and S. G. Brown Ltd., utilized another group product – a Hands chassisless trailer – to transport their exhibits to Poland for the Poznan Trade Fair, which opened on June 11. The trailer – with a Bonallack body and hauled by a Ford D.1000 motive unit – will be used as an office.

Members of the Birmingham Chamber of Commerce Trade Mission, led by Mr. O. R. Dorken, which recently visited the West Indies being met by Mr. J. Walsh, First Secretary (Commercial), centre in dark suit, on arrival at Piarco International Airport, Trinidad.



A special exhibition vehicle showing the latest stainless steel pipe systems and components manufactured by Wilmot Breeden Truflo Ltd. will be at the Achema Chemical Engineering Exhibition and Congress, adjacent Hall 20, Frankfurt, Germany, June 21-29. Truflo sales in Europe are directed at the chemical, petro-chemical and processing industries and already account for some 35 per cent of production.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232).
(Code: OLE 2. 38232. TELEX. 55472, Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX. 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: OBR 2. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OIN 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX. 74578, Answer Back – GOVNI BELFAST).

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

WEDNESDAY, JUNE 14

Industry's investment intentions

A member inquired if the President was satisfied with the anticipated level of investment in manufacturing industry; and what steps he was contemplating to effect an improvement. The President answered: 'The result of my department's latest inquiry into industry's investment intentions will be available next week. My impression is that the measures that the Government have already taken are having a favourable effect on investment plans. The further acceleration in payment of investment grants announced this morning will be an additional stimulus'.

Claims for investment grants

Stating that claims for investment grants must be certified by an independent accountant, that the accountant was required to certify that the expenditure for which grant was claimed was in accordance with explanatory notes prepared by the Board of Trade and that accountants were unable to obtain these notes because they were in short supply; a member asked if steps would be taken to ensure that claims for grants were not held up for this reason. Mr. George Darling replied that there was no shortage of explanatory notes. Applicants were always provided with them and additional copies were immediately available on request from the Investment Grants Offices. A further question asked for an estimate of the cost of making an analysis of, and publishing, the value of capital projects for which investment grants had not been allowed under the discretionary clauses of the Industrial Development Act, the cost of publishing the number of applications that had been refused, and the reasons for such a refusal. Mr. George Darling replied: 'No, Sir. I hope to be able to provide in July statistics for most of the claims received in the first quarter. These will show by broad categories the value of the expenditure on which grant was claimed and the amount which qualified for grant, but to extract from thousands of applications details of individual items disallowed and the reasons in each case for refusal would be a formidable and costly operation of limited use'. Replying to a request for an estimate of expenditure by industry in each quarter from April 1966 to April 1967 which qualified for investment grant; and what was the proportion of that expenditure falling within development areas, the President said that investment qualifying for grant was approximately £300 million in the second quarter of 1966; £325 million in the third quarter; £350 million in the fourth quarter; and £300 million in the first quarter of 1967. Probably about a fifth of this expenditure fell in development areas. A further question on investment grants – why they were payable for the installation of electrical generating equipment – was answered by Mr. George Darling, who said that generating equipment installed by a firm to provide power solely for its own use in carrying on a qualifying industrial process such as manufacturing qualified for grant in the same way as other ancillary plant or machinery. Where the equipment was installed for the purpose of supplying power to others grants would only be given in exceptional cases after consideration of the implications for the public generating authorities.

Textile industry

Asked whether, in view of Great Britain's possible entry into the Common Market, he would make a statement of the progress made in the reorganization of the structure of the textile industry, the President said: 'The competitive position of the cotton and man-made fibre sector of the textile industry has been greatly strengthened over the last four years in a number of ways – by substantial investment in modern machinery, by an increased readiness to adopt shift working where this is economic, and by a number of vertical and horizontal mergers. This reorganization, which is still progressing, and which should be further encouraged by the Productivity Study which the Textile Council is undertaking, should enable the British industry to meet competition at home and abroad.' The President was asked to introduce more effective measures, such as those operating in Canada, to prevent the dumping of textiles in the United Kingdom. He replied 'No Sir.' Certificates of the domestic value of imports were not required under our valuation system and they would not reduce the need for the necessary investigation of anti-dumping applications.

A Member inquired if the President would take measures to ensure that the British cotton industry would at least maintain its present productive capacity so that it would be able to take advantage of the European Economic Community market, which was highly protected from cheap-labour cottons. He answered that the increase in productivity and the improvement in the structure and equipment of the cotton and man-made fibre sector of the textile industry should lead to an increase in its potential output and enable it to take full advantage of export opportunities.

Falsely labelled textile imports

A Member asked if the Board of Trade would prosecute those who contravened the Merchandise Marks Act 1926 by falsely labelling imported textile goods until such time as the proposed Protection of Consumers (Trades Descriptions) Bill became law and protected consumers by demanding accurate and comprehensive labelling. Mr. George Darling answered that the Board of Trade were ready to consider any complaints that goods have been misdescribed contrary to the Merchandise Marks Act and, in appropriate cases, to investigate with a view to prosecution.

British ships in Suez Canal

Asked why no instructions had been issued to the masters of British ships passing through the Suez Canal when these were searched for goods in transit for Israel, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said: 'In our judgment none were necessary and the British shipowners agreed with that judgment.'

Rates of increased earnings

Would the President invite the National Economic Development Council to undertake a study of the correlation between the comparative rates of increases in recent years in earnings in manufacturing industry in the United Kingdom, France, Germany, Italy, Sweden and Japan and the changes in those countries' respective shares of world exports of manufactures over the corresponding period, a Member inquired. The President replied: 'We shall shortly be discussing in the National Economic Development Council the influence on our export performance of various factors, including relative changes in earnings in manufacturing industry in this and other countries.'

United Kingdom membership of the Common Market

Several questions concerned British membership of the Common Market. Answering three together: on measures proposed to help British industry to prepare for increased competition; on the sections of British industry which would be most affected; and for which industries and trades special arrangements would have to be made, the President said that the Government had already adopted a wide variety of measures to assist the efficiency and competitiveness of British industry, and these would be helpful in the event of our joining the European Economic Community. The effects of entry on particular sectors of British industry would of course depend upon the terms of any agreement reached.

Answering further questions on the EEC, the President said that no question of need to re-negotiate long-term agreements with Commonwealth foodstuffs exporting countries governing access to the United Kingdom market; that no exact quantitative estimates of exports or import changes were possible because the effects on our trade, if we joined the Common Market, would depend upon many uncertain factors, including the terms of any agreement reached and on the economic conditions both in the United Kingdom and overseas at the time of entry.

He replied, 'None, Sir,' to a Member who wanted to know what restrictions, quotas or protections, at present operative in the film industry, were proposed by the Government for abolition under the Treaty of Rome.

Imports of Russian watches

In answer to a question on allegations that Russian-made watches were being imported into Great Britain at dumped prices; the President said, 'I have received evidence that watches are being imported from the Soviet Union at prices below the cost of production of similar articles in Western Europe. This evidence is being considered with a view to discussions with the Soviet authorities shortly.'

Advertising research project

Inquiring what consultations the President had had with industry about the scope of his proposed research project into the economic effects of advertising, a Member was told that a preliminary discussion with representatives of the Confederation of British Industry and of the Advertising Association took place on May 24.

Book and aircraft exports

Answering a question on what was the total value of exports of British books and British aircraft, respectively, in 1966; what proportion these exports represented of total production in each industry; and what was the value of government assistance and subsidy to each industry's exports respectively, the President said: 'Many books are exported by post and these exports are not separately distinguished in the Trade Accounts. The industry has estimated that total exports of books, plus sales of rights, amounted to £51 million last year, and that this represented 43 per cent of turnover. Exports of aircraft engines and parts (excluding used aircraft and guided weapons) were £201 million, about one-third of the industry's total sales to final buyers. Government export services are available to all exporters but exports are not subsidized.'

Trade with South Africa

Making a statement on the development of Great Britain's trade with South Africa, the President said that since the latter part of 1966 South Africa had substantially relaxed her import restrictions. Our exports had consequently increased substantially, and in January to April of this year she was our second largest market.

The President was also asked what was the United Kingdom's share of the value of goods imported into the Republic of South Africa for the year following the imposition of trade sanctions against Rhodesia and what was the share for the year preceding the imposition of these sanctions.

He replied: 'For the period February to September 1966 – later South African import statistics are not yet available – our share of the South African market was 26.7 per cent. This compares with 28.2 per cent for the corresponding period February to September 1965 and 28.6 per cent for the year from February 1965 to January 1966.

Chipboard from Eire

A Member inquired why chipboard from Eire came into this country duty free while British manufactured chipboard exported to Eire was subject to a 20 per cent duty; and if he would establish parity of treatment.

Mr. George Darling replied that under the terms of the Agreement establishing a Free Trade Area with the Republic of Ireland parity of treatment was being progressively achieved by annual reductions of 2 percentage points in the Republic's rate of duty on British exports of chipboard which currently stands at 18 per cent.

Hotel industry

The President was asked what steps he was taking to encourage the expansion of the British hotel industry necessary to accommodate the 5,000,000 visitors who are expected to visit Britain by 1970.

Mr. J. P. W. Mallalieu replied: 'The Government are already assisting the hotel industry in several ways. Before deciding whether this assistance should be extended I think we should await the completion of a number of studies, including the economic appraisal of large new investment in the industry which is being undertaken by the Economic Development Committee for the Hotel and Catering Industry.'

Payments from West Africa

A Member asked what was the position regarding long outstanding payments guaranteed by the Exports Credit Guarantee Department for payments due from West African countries.

Mr. George Darling replied, 'I assume that the hon. Member has in mind payments outstanding long after due date. These are reflected in claims. Ghana is the only West African country on which large claims have recently been paid. The total is about £8½ million since April 1, 1966.'

Whitsun holiday

Answering a question on what reports he had received from his officials in Lancashire as to the effects on industry of reorganizing Whitsun holiday of 1967, Mr. George Darling replied, 'My officials in Lancashire report that the change had no significant effects on industry.'

HP on cars

Questioned on if he was satisfied his recent stimulation of the home demand for motor cars, by the easement of hire purchase regulations would not seriously increase inflation and help to create new wage demands; and to what extent this factor was considered before the changes were made, the President said: 'Yes. My right hon. Friend and I fully considered the likely consequences of this change before it was made'.

Development areas

Questioned whether in view of the continued underlying trend towards increasing unemployment, what plans he had for establishing new publicly-owned and controlled industries in development areas, Mr. Douglas Jay replied: 'I have already stated that the vigorous application of my powers under the Industrial Development and Local Employments Acts provides the best means of helping the development areas, and I have recently announced details of a large new programme of publicly-owned advance factories, following four others launched since October 1964'.

He was also asked what plans he had for direct Government intervention in development areas to set up new Government-sponsored industries at growth points of the economy, to which he replied: 'I shall continue to make full use of my existing powers under the Industrial Development and Local Employment Acts to assist the growth of industry throughout the new wider development areas'.

Non-development areas

Asked what action was being taken in respect of non-development areas where declining industries such as coal and cotton were creating pockets of unemployment and dereliction, in order to arrest the decline in population and to provide for a diversification of industry, Mr. Jay replied: 'Our whole idc control is being operated so as to meet the needs of these areas'.

Scottish factories

The President was asked how many advance factories had been allocated in Scotland since March 1966 to manufacturing companies; how many were now in production; and what percentage this allocation represented of the whole advance factory programme.

Mr. George Darling replied: 'Ten advance factories have been allocated in Scotland since March 1, 1966. Of these, six are in production and it is hoped that production will soon begin in the remaining four. Additionally, a small unit of 2,500 sq. ft. built in advance has been allocated and is in production. These allocations include one factory which was authorized in a programme dated April 1963, and one authorized in April 1964, and they represent, in numbers, about 7 per cent of the advance factories authorized in Great Britain since April 1963.'

Cunard Steamship Co.

Two Members asked questions relating to the above company. One asked what representations he had received from the Cunard Steamship Company respecting the increase in the cost of construction of the Q4; and what reply he had sent. The other asked what recent representations he had had from the Cunard Company regarding the financing of the Q4, which was under construction in the Clyde; and if he would make a statement.

Mr. Jay, in answering both questions together said: 'The company have approached me and discussions are in progress. I am not yet in a position to make any statement.'

Container ships

Questioned whether, in view of the high cost to shipping companies of purchasing both new container ships and also the containers themselves, he would extend investment grants to firms leasing containers to shipping companies, to enable them to compete better with their foreign competitors, Mr. Jay replied: 'No, Sir. I consider that we are providing a sufficient incentive by giving 25 per cent grants to shipowners on three sets of containers for each new container ship. The ships themselves are also eligible for 25 per cent grants.'

Queen liners

Two questions on Queen liners were asked as follows. One Member wanted to know if the President would make it a condition of continued financial assistance to the Q4, that, the 'Queen Elizabeth' be kept in service for at least a limited period.

The other asked whether, in view of the adverse effect which withdrawal of the Queen liners would have on the prestige of British shipping, he would refuse further financial assistance to the Q4 until the company had reconsidered the withdrawal of the Queens; and what representations he had made to the United States Government about the application of the new United States law on fire safety to the Queens.

Mr. J. P. W. Mallalieu replied to both question: 'I am not prepared to interfere with the commercial decision reached by the owners. The new United States safety regulations were dealt with in the reply given to the right hon. Member for Kingston-upon-Thames on February 8. (*Hansard* Vol. 740: cols. 311-2).'

Ships' doctors

A Member asked the President whether he was aware that, whereas section 209 of the Merchant Shipping Act 1894 required every British foreign-going ship with 100 or more on board to carry a qualified medical practitioner, foreign ships operating from British ports were subject to no such statutory requirement; and whether, in the interests of British nationals sailing in foreign ships, he would include appropriate provisions to remedy this state of affairs when introducing revisionary shipping legislation.

Mr. J. P. W. Mallalieu replied that he had found that the requirements of other maritime countries were in fact broadly similar to those which applied to British foreign-going ships.

Stansted Airport

A Member wanted to know whether expenditure on the proposed Stansted air terminus had yet been agreed; and whether contracts had yet been let.

Mr. Jay replied: 'No, to both parts of the question on the development of Stansted as a major international airport, but some small and continuing expenditure is obviously necessary in connection with the use of the existing runway.'

A further questioner on the airport asked the President if he would publish a map showing the various directions from which it was expected that aircraft would approach the expanded Stansted Airport, and in which they would depart from it together with indications of the approximate heights at which they would be passing over the principal towns and villages in the area affected.

(*Continued on next page*)

PARIAMENTARY ANSWERS, *continued*

Mr. Jay replied: 'Maps of this kind were prepared for the Stansted Public inquiry and put in evidence there. I am sending copies to my hon. Friend.'

In another question the President was asked what tests had been or were to be conducted, in connection with the proposal for the expansion of Stansted Airport, to determine the degree of danger caused by vibration from supersonic and other modern aircraft flying low, to such ancient buildings as the parish churches of Thaxted and Tilty.

Mr. Jay replied: 'I have no reason to think that there is any danger from vibration from aircraft to ancient buildings in the Stansted area. However, in view of the importance of Thaxted Parish Church and of the local anxiety about it, I am arranging for a special assessment to be made of the likely effect on it of vibration from aircraft, with the object of introducing remedial measures should these appear to be necessary. I am prepared to consider similar action in this case of other ancient buildings of merit in the locality of Stansted, should they appear to face a real threat of material damage because of vibration from aircraft using the new airport.'

London's fourth airport

The President was asked by what date a decision would have to be taken on the siting of London's fourth airport in order to meet the civil aviation needs of London and the South East from the mid-1980s.

Mr. Jay replied: 'On present estimates the needs of London and the South East can be satisfied until the 1990s by the development of Stansted, which has a four runway potential and the progressive increase in the capacity of the other existing airports in the area. It is not realistic to plan airport requirements beyond this remote date, as there may by then, for example, be far-reaching changes in the airfield characteristics of aircraft.'

South-west England airport

Asked what final proposals he had made for the establishment of an official airport for the south-west of England, Mr. J. P. W. Mallalieu said that the Devon County Council, and the City Councils of Exeter and Plymouth, were studying the civil airport requirements of their area, under the guidance of the Regional Economic Planning Council. He had offered to make a financial contribution to a survey of possible sites.

Pilot training

Questioned on what facilities existed for the training of *ab initio* pilots; how many *ab initio* pilots were now in training at each school; and how many had been trained at each school in the last five years, Mr. J. P. W. Mallalieu replied: 'There are four schools now running approved courses for the training of professional pilots; these are: – The College of Air Training, Hamble; Airwork Services Limited, Perth; The Oxford Air Training School, Oxford; and the London School of Flying, Elstree. A total of 486 *ab initio* pilots are now under training.'

Flying instructors

A Member asked the President what arrangements he was making regarding the provision of properly qualified flying instructors to meet pilot training requirements, in view of the shortage of commercial pilots now developing.

Mr. J. P. W. Mallalieu replied: 'The provision of flying instructors, as of other staff, is primarily the responsibility of the flying schools. To encourage, however, the training of flying instructors the Board of Trade are willing to contribute up to 25 per cent of the cost of training under a sponsorship scheme.'

United States investment in United Kingdom

The President was asked for the amount of direct United States investment in Great Britain in each of the last three years and from Organization for Economic Co-operation and Development or other sources; and what was the amount of United States investment in the Common Market countries in the same period. He supplied the following information:

The figures are taken in part from British, and in part from the United States statistics, which are compiled on different bases. For investment in the United Kingdom, the United States figures differ from ours, principally because a deduction is made in respect of investment which is in turn made overseas by the British subsidiaries of United States companies, and because transactions may be recorded in different years.

Overseas private direct investment in the United Kingdom[a] (Board of Trade statistics)

£ million

Country or area of investor	1963	1964	1965	1966
United States (b) .	104	116	145	..
Other member countries of OECD .	55	43	52	..
Other countries .	1	2	—8 (c)	..
Total . .	160	162	189	224 (d)

(a) Excluding investment in the oil and insurance industries
(b) Including Panama.
(c) Net disinvestment.
(d) Provisional.
.. = not available.

United States private direct investment overseas

$ million

Investment in	1963	1964	1965
United Kingdom . .	124	206	324
Common Market countries	588	807	814

Source: US Department of Commerce.

United Kingdom air transport

Asked whether he was aware that the United Kingdom's share of world scheduled air transport had steadily decreased since 1960; and whether he would take steps to counteract this trend by encouraging competition among British carriers and by improving the efficiency of the air transport licensing system, Mr. Mallalieu replied: 'The United Kingdom's share has not in fact decreased since 1960 and the second part of the question therefore does not arise. Possibly the hon. Member has in mind statistics which, for the earlier year, include traffic carried by airlines of countries for which the United Kingdom is no longer responsible. I will gladly send him the relevant information.'

Freight data processing equipment

Making a statement on the installation of data processing equipment for freight handling at London Airport, Mr. Mallalieu said: 'Data processing for their own requirements is the responsibility of individual airlines some of which already employ such processing for freight at Heathrow. I understand that discussions are proceeding between Customs and Excise and the airlines about installing a data processing system to deal with the documentary processes relating to the arrival and Customs control of goods imported at the airport.'

Passenger traffic growth

A Member asked what were the President's estimates of the growth of passenger traffic likely to be carried by British European Airways on the basis of their present plans; how this compared with the estimate of total growth of air pasenger traffic within Europe; and whether he was satisfied with the percentage of this traffic likely to be obtained by British European Airways.

Mr. Mallalieu replied that BEA's present plans were based on the expectation that their passenger traffic would increase by about 10 per cent a year over the next five years. A similar rate of growth had been forecast for all intra-European international traffic. He expected BEA to be able to secure a satisfactory share of commercially worthwhile traffic.

Answering a similar question on what were his estimates of the growth of freight traffic likely to be carried by British European Airways on the basis of their present plans; how this compared with the estimate of total growth of air freight traffic within Europe; and whether he was satisfied with the percentage of this traffic likely to be obtained by British European Airways.

Mr. Mallalieu said: 'Rather over 20 per cent per annum, which accords with the general expectations of the rate of growth in Europe as a whole. I expect BEA to continue to be able to secure their full share of the traffic offered that is commercially worth while.'

World air passenger traffic

Questioned on whether he had sought estimates of the growth of passenger traffic likely to be carried by British nationalized and independent airlines on the basis of their present plans; how this compared with the estimates of the total growth of world traffic; and whether he was satisfied with the percentage of world traffic likely to be obtained by British operators.

Mr. Mallalieu replied: 'Estimates I have obtained indicate that on present plans British airlines are expecting their traffic to grow at about the same rate as is forecast by the International Civil Aviation Organization for growth of world traffic. This seems to me satisfactory and in keeping with recent experience but I am sure that the airlines will seek as great a share of it as is commercially worthwhile.'

BAC 211 aircraft

Answering two questions on when he expected to make a decision regarding the application of British European Airways to purchase a BAC211 aircraft, Mr. Jay replied: 'I expect to reach a decision within a few weeks. The decision will turn not only on what will be the most economic fleet for BEA, on which I have only recently had a full study from the Corporation, but on practical and financial questions relating to the development and production of the chosen aircraft which I am discussing with my right hon. Friend the Minister of Technology.'

London aircraft noise

The President was asked whether he would arrange for the level of aircraft noise in the Royal Borough of Kensington and Chelsea to be monitored during the summer.

Mr. Mallalieu replied: 'An extensive programme of measurements of aircraft noise levels will be made at a number of sites in the course of this summer, in order to establish the pattern of noise disturbance in all areas affected by Heathrow traffic including the Royal Borough of Kensington and Chelsea.'

Munich air disaster

Two questions to the President asked what reply had been received from the German Government concerning the technical points put to them by his department following the receipt of the Second Report of the aircraft disaster at Munich Airport on February 6, 1958; whether the report was now available for publication; and if he would make a further statement on this subject, and also whether he had yet obtained a reply from

the German authorities regarding certain technical matters arising from the conclusions of the Second Commission investigating the Munich air distaster in February 1958.

Mr. Mallalieu replied: 'The German Federal aviation authorities have agreed there should be discussions with the German experts, and these are due to commence today. The report will not be published until the discussions have been completed and their implications considered.'

Fatigue in flying personnel

Making a statement about the report of the joint Board of Trade/Royal Air Force medical team which had been investigating the causes of fatigue in flight deck personnel in civil airline operations; and giving a general direction to the British Overseas Airways Corporation and British European Airways to find, or provide themselves, sleeping accommodation which is soundproofed and properly ventilated for crews spending the night at foreign cities served by those airlines, Mr. J. P. W. Mallalieu said: 'The Flying Personnel Research Committee of the Ministry of Defence is carrying out a study on flight deck workload with a team of Board of Trade officials and RAF personnel, and in co-operation with British airlines. An interim report was issued in 1965 and the work is continuing. The Corporation's attention has been drawn to the report and I am confident that they will take whatever action they consider necessary.'

Flight time limitations

Giving his policy on flight time limitations for airline pilots, Mr. J. P. W. Mallalieu said: 'The objective of flight time limitations is to prevent pilots from becoming so fatigued as to endanger the safety of aircraft. The present requirements are being reviewed in the light of recent aeromedical knowledge and other relevant factors. My department has had extensive consultation with those concerned and I expect a report to be made to me shortly.'

Aircraft maintainence

Making known plans for changing the regulations at present requiring certificates of maintenance for civil aircraft to be signed by licensed aircraft maintenance engineers, Mr. Mallalieu said: 'The Air Registration Board, who are my advisers in airworthiness matters, have suggested that the regulations should be expanded to allow certificates of maintenance to be issued by approved maintenance organizations and this suggestion is being examined.'

THURSDAY, JUNE 15

President's visit to Plymouth

The President announced in response to a request for proposals which would help with the problem of unemployment in Plymouth, that he intended to visit Plymouth again on June 23. 'While I have no proposals to make for any new measures', he said, 'I will be able to hear at first hand about the problems of the area.'

Imports of oil in foreign tankers

Answering a question on the proportion of oil imported into the United Kingdom carried in foreign tankers, Mr. J. P. W. Mallalieu said that the proportion of petroleum, including petroleum products, imported into the United Kingdom in overseas tankers in 1965 was 62 per cent and in 1966 71 per cent. Corresponding information for the three months ended March 31, 1967, was not yet available.

Bank Holidays in 1968

The President was asked to announce the dates for the Bank Holidays in 1968. He replied: 'As I announced on June 3, 1965, the dates of the spring and late summer bank holidays in 1968 will be June 3 (Whit Monday) and September 2.

Investment intentions

The President was asked what percentage changes he now expected in the levels of total manufacturing investment and of manufacturing investment in plant and machinery, respectively, in the United Kingdom as a whole and in Scotland, respectively, in 1967 as compared with 1966, and with 1964, respectively, in each case at constant 1964 prices. He answered: 'The results of my department's latest inquiry into investment intentions, to be published next week, will give for the United Kingdom as a whole estimates of manufacturing industry's total investment for the years specified at constant prices.'

FRIDAY, JUNE 16

Expenses of GATT

The President was asked to state the cause of the estimated 30 per cent increase in the United Kingdom share of the expenses of the General Agreement on Tariffs and Trade in 1967-68 compared with 1966-67. He stated that the budget of the General Agreement on Tariffs and Trade went up from $2,326,350 in 1966-67 to $3,030,000 for 1967-68. The increase was primarily due to increased activity of the GATT in connection with the Kennedy Round of tariff negotiations, and trade issues affecting less developed countries. The United Kingdom contribution rose from $244,270 to $320,421, but the United Kingdom share of the budget is practically unchanged at about 10½ per cent.

Expenditure on trade fairs, exhibitions, etc.

In reply to a request for details of other expenditure on trade fairs, trade weeks, &c., totalling nearly £2.6 million in 1967-68 as shown in Class IV, Vote II, Subhead A 17(3) of the Civil Estimates, 1967-68, the President said that the estimate comprised:

(a) £2,115,000 in support of participation by British exhibitors in overseas trade fairs;
(b) £237,000 for British Weeks;
(c) £115,000 for the promotion of British goods in overseas stores;
(d) £60,000 for official trade information stands at international trade fairs abroad;
(e) £40,000 in support of All-British Fairs.

Miscellaneous expenses of civil aviation services

Mr. J. P. W. Mallalieu, answering a request for particulars of the miscellaneous expenses of civil aviation services in the United Kingdom totalling £315,000 and £332,000, respectively, as shown in class IV Vote 10 Subheads A2(3) and A3(11) of the Civil Estimates 1967-68; and for the chief causes of the increased amounts compared with 1966-67, said that Subhead A2(3) covered such items as recruitment advertising and some of the expenses of training civil aviation staff. The increase in expenditure arose from more recruitment advertising, training of more new entrants and more intensive training generally. Subhead A3(11) covered such items as agency fees; operational trials of equipment; airport maintenance and miscellaneous safety equipment; and preparation of maps and charts. The main causes of the increase were the inclusion of provision for payments to the British Airports Authority for collecting navigation charges and more expenditure on computer time for operational research.

South Pacific Air Transport Council

A member asked if the President would state the location of the headquarters of the South Pacific Air Transport Council, the names of other countries which contributed towards its expenses, and give some details of its capital and current expenditure estimated at about £450,000 and £300,000, respectively, for 1967-68. Mr. J. P. W. Mallalieu answered that the headquarters of the South Pacific Air Transport Council was in Melbourne, Australia. Expenditure was shared on an agreed basis between the United Kingdom, Australia, New Zealand and Fiji, the major contributions being made by the first three. Small fixed sum contributions were made by Tonga and the Western Pacific High Commission.

'Expenditure is for the development and maintenance of civil aviation facilities in the South-Western Pacific area, particularly at Nadi International Airport in Fiji to meet the expanding air traffic there. Capital expenditure relates to replacement or improvement of civil aviation equipment and facilities, current expenditure to such items as salaries, rentals and maintenance of equipment, buildings and runways,' said Mr. Mallalieu.

Closures of advance factories

Several questions concerned the closure of advance factories since July 1966. Answering them, Mr. George Darling said that no jobs had been notified as having been lost or likely to be lost as a result of closure of any of the 16 factories so far occupied of those announced since October 1964. None of the factories had closed down, given notice of closing down or of short-time working since July 1966. 1,013, of whom 799 were men, were currently employed in these factories.

'Green card' motor insurance

The President was asked whether, following the report of the Monopolies Commission on the green card system for motorists travelling abroad, he had yet held discussions with the Motor Insurance Bureau to eliminate these charges. He answered: 'My officials have discussed with the Motor Insurers' Bureau the recommendation of the Monopolies Commission that the arrangement for making a uniform charge for the green card should be ended. The Monopolies Commission did not recommend, and I have not proposed, that no charge should be made. I hope to make a further statement shortly.'

United States investment in United Kingdom

A member asked what proportion of United States industrial investment in Great Britian had gone into existing concerns, and to entirely new developments, respectively; and how much money was involved in each group. Mr. George Darling replied that exact information was not available, but the proportion of investment which took the form of establishing entirely new enterprises was small. Some investment by established concerns under United States control was, however, in new developments at fresh locations.

Nationalized industries in Government-owned factories

'I am willing to let Board of Trade factories to any undertakings able to provide suitable employment for the benefit of the development areas,' replied the President, to a request that he give an undertaking that no new nationalised industries would be established in the Government-owned factories being built in development areas until the industries already nationalised were making profits and contributing through taxation to the national economy.

We've just helped to export all that Janet Newton stands up in.

To the delight of 17,500 American women.

America is full of Janet Newtons. Waiting to get into the latest clothes from Britain. Now. While they're in vogue. You need to export them fast. With BOAC Cargo.

We have a system working to get your fashions off the ground faster than ever. We've done away with storage problems. Speeded up handling with conveyor belts, computers, fast loading equipment, and all-cargo jets. The whole operation works smoothly from beginning to end. Short time though it is.

Fashion is a fickle business. You can be outdated overnight. Or you can be in America overnight. Delighting them with your fashions. Delighting yourself with big business. With the help of BOAC Cargo and your Cargo Agent.

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New Books

Productivity; A Handbook Of Advisory Services. National Economic Development Office. (123 pages. 11s. 6d., by post 12s. 4d., from HMSO and Government bookshops). This useful new handbook is being published as part of the work carried out by the National Economic Development Office arising from the Prime Minister's first National Conference on Productivity in September 1966. Its purpose is to provide a source of information about organizations from which information, advice or consultancy can be obtained on problems affecting productivity; and it covers the manufacturing, construction, distribution and service sectors of industry, and agriculture. The main part of the publication consists of an alphabetical list of 197 organizations, both government and non-government, giving for each the usual directory information, notes on its general scope and activities, and details of the topics in which is provides advisory and consultancy services, and of the nature of the services provided. The topics include work study, labour and personnel matters, plant utilization, production control, stock control, marketing, interfirm comparisons, management accounting and others. Among the types of service provided, the following are distinguished: publications, educational activities, library and technical information services, field liaison and personal visits. Indications are also given as to whether the services are available to non-members, and whether the organization has local branches. The organizations listed include, as well as many government departments and public bodies, a wide range of research institutes, professional associations and national bodies concerned with general and particular problems of management, marketing and production techniques. Firms of professional management consultants, or individuals practising as consultants, are not included. The publication is also provided with a regional section, listing the services available in the main towns of the United Kingdom, and a subject index.

Short Term Trends, May 1967. A Report by the Working Party. Economic Development Committee for Mechanical Engineering. (8 pages. Available free from National Economic Development Office, Millbank Tower, Millbank, London, S.W.1.). The report reviews the short term prospects in the light of order and delivery statistics up to December 1966 and the more recent experience of members of the working party, supplemented by later views of trade associations. Data are given on production, new orders and deliveries, exports and imports, and labour and employment. The second section deals with prospects in the various sectors of the industry, e.g. light-medium engineering, and heavy engineering, which are in turn further sub-divided by type of machinery.

Statistics of Science and Technology. Department of Education and Science, and Ministry of Technology. (90 pages. 15s., by post 15s. 9d., from HMSO and Government bookshops). This volume is the first of an annual series bringing together available statistics relevant to science and technology such as expenditure on research and development, deployment of qualified manpower, and certain aspects of the training of scientists and technologists. Much of the information included in this issue has been published previously, but not brought together in such a convenient form. In most cases the tables refer to Great Britain and the period covered is, in the main, 1961 – 1965. Figures from the triennial manpower survey are included for projections on manpower requirements in 1968.

Sources of Finance, by the Scottish Council (Development and Industry). (64 pages. 10s., by post 10s. 6d., from the Council, 1 Castle Street, Edinburgh 2). This directory of institutions in Scotland providing financial facilities and advice is intended for industry and commerce seeking to raise new capital. The first part explains the main methods of financing available and indicates which institutions specialize in each method; the second part lists the institutions themselves – stock banks, merchant banks, hire purchase and finance companies, export clubs and factors – and gives such details as address, branches, scope of activities and the type of financing in which they specialize. Particulars of Government departments and statutory bodies are also given, and there are appendices listing investment trusts, insurance companies and holding companies. There is also a short bibliography.

Fiji. A Survey For Businessmen. (19 pages. 7s., post free, from the London Chamber of Commerce, 69 Cannon Street, London, E.C.4.). The London Chamber of Commerce continues its series on trade missions to overseas countries with a report on Fiji. It has been prepared by five members of the mission to New Zealand and Australia who visited Fiji from February 12 to 15, 1967. The report examines the market conditions and outlines the structure of Fiji's economy and foreign trade. Although traditionally a British market there has been increasing competition from Australia and Japan. The area's Development Plan 1966-1970 was designed to diversify industry and to develop tourism. These developments should provide opportunities for British exporters particularly in construction and transport. The mission recommends a more agressive sales policy in Fiji for British suppliers, including regular visits to support local agents and to keep in touch with local market requirements and changing trends. More extensive advertising for British products is also suggested. The report gives some statistical data covering Fiji's trade 1964-1966. A copy of the Fiji Development Plan 1966-1970 referred to in the report can be seen at the Board of Trade Statistics and Market Intelligence Library, 35 Old Bailey, London, E.C.4.

Introduction to the Australian Trade Practices Act, by J. E. Richardson. (232 pages. Hicks Smith & Sons Pty. Ltd., Sydney. Available from Sweet & Maxwell, 38s.; paperback, 24s.). The Trade Practices Act passed by the Australian Commonwealth parliament in 1965 is of interest in that it is modelled fairly closely on the British Restrictive Trade Practices Act of 1956. It provides for the appointment of a Commissioner of Trade Practices with whom agreements must be registered, and who will institute proceedings before a Trade Practices Tribunal. Professor Richardson's book deals with the background to the new act, the provisions of which are also examined in detail. The act itself is reprinted as an appendix. An amending act in 1966 introduced provisions to control the operation of shipping conferences and dominant individual shipowners engaged in carrying cargoes of goods in the course of Australia's export trade, and 15 pages are devoted to this topic.

Nigeria, the Development of its Laws and Constitution, by Dr. T. O. Elias. (491 pages. Stevens, £5 10s.; paperback, £2 15s.). Following the general pattern of previous volumes in the series *The British Commonwealth, the Development of its Laws and Constitutions,* Dr. Elias's book provides an account of the constitutional development of Nigeria from the introduction of British rule to the gaining of independence in 1960. The independence constitution is analysed in great detail, with chapters on local government, the public corporations and the relations between the Federation and the Regions. Subsequent chapters deal with the Nigerian legal system, including commercial and mercantile law and industrial law. A final chapter attempts to note the modifications to certain institutions and laws consequent upon the take over by the armed forces of the country in January 1966. Unfortunately the book has, to some extent, been still further overtaken by events; but much of it, of course, is still of very great value.

The Visible Persuaders, by Denis Thomas. (136 pages. Hutchinson. 30s.). This book is about the advertising industry and its methods, particularly as they are practised in the United Kingdom. In it the author sets out to redress the balance of the unfavourable impression people formed about the industry, that crystallized in 1957 with the publication of Vance Packard's critical examination of the American advertising industry, *The Hidden Persuaders.* Mr. Thomas rejects the view that advertising manipulates human desires and develops the thesis that advertising has emerged as the largest single force in discovering people's wants, and that it helps manufacturers to meet them. He examines advertising in both its economic and social aspects and illustrates his account with examples drawn from his editorship of *The Advertising Quarterly* and his research in a large agency.

Introduction to Hire-purchase Law, by Aubrey L. Diamond. (188 pages. Butterworth, 17s. 6d.). This book has been written primarily for law students at universities, though it may well be of interest to others wishing to understand the main principles of the law on this subject. The text is arranged in two parts, dealing respectively with the common law and the statute law. The latter section, naturally, deals exhaustively with the provisions of the Hire-purchase Act 1965; though the text of the act itself is not reprinted. Two chapters deal with the Scottish law of hire-purchase, and a short final chapter looks at the future of hire-purchase. There is a detailed subject index, as well as the usual tables of statutes and cases.

Explanatory Report on the European Convention Providing a Uniform Law on Arbitration. Council of Europe. (53 pages. 10s., by post 10s. 6d., from HMSO and Government bookshops). The European Convention providing a Uniform Law on Arbitration, which was prepared within the framework of the Council of Europe, was opened for signature by member states of the Council of Europe on January 20, 1966. It forms part of the Council's programme for facilitating international co-operation by harmonising national laws. In the Convention contracting parties undertake to incorporate the provisions of the uniform law (which forms Annex I to the Convention) in their legislation. The uniform law, which is intended to apply to both civil and commercial disputes, deals with the arbitration agreement, arbitrators, arbitral proceedings, awards, enforcement of awards, remedies at law and compromises entered into before arbitrators. This publication contains the text of the Convention and the uniform law, and a section by section commentary on both prepared by the Committee of Experts which drafted the Convention. Although the United Kingdom has not signed the Convention, this explanatory report should be of interest to British businessmen who may find themselves involved in arbitrations which are in accordance with the provisions of the uniform law.

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AT YARD, 39 WILDMAN ROAD, LAW, BY CARLUKE LANARKSHIRE. on TUESDAY 4th, WEDNESDAY 5th and THURSDAY 6th JULY, 1967, at 10.30 a.m. PROMPT EACH DAY

SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON, have received instructions from the Liquidator, G. D. H. Dewar, Esq., C.A., 135 Buchanan Street, Glasgow, C.1, to Sell, by Auction, as above.

ON VIEW DAY PRIOR TO SALE.
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Note: The Plant, Machinery and Equipment is in extremely good condition and is worthy of special attention.

HAMILTON, JUNE, 1967. Tel. No. Hamilton 23063.

MINISTRY OF DEFENCE

Sale of 5 No. Inshore Minesweepers

Tenders are being invited for 3 No. Inshore Minesweepers lying at Reserve Ships Base, Rosneath, 1 No. lying at Coastal Forces Maintenance Base, Hythe, Nr. Southampton and 1 No. lying at H.M. Dockyard, Portsmouth.

Applications for forms of tender, Conditions of Sale etc., should be made as soon as possible to the Director of Contracts (Naval), Ministry of Defence, Ensleigh, Bath (Telephone Bath 6933, Ext. 4746).

The closing date for tenders is noon on Monday, 24th July, 1967, and applications for forms of tender should be made in time to reach the above office by 10th July, 1967.

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WEDNESDAY, 28th JUNE, 1967

1000 LOTS OF

EXCAVATORS by BUCYRUS EIRE, INCHGREEN, PRIESTMAN, RANSOMES & RAPIER, RUSTON BUCYRUS, SCHMEIDAG and SMITHS, LOADING SHOVELS and DIGGERS by ALLIS CHALMERS, BOBCAT, BRISTOL, CASE, CATERPILLAR 'D4' 'D7' '955F', FIAT, INTERNATIONAL 'DROTTS', JOHN DEERE, SHAWNEE and WEATHERILL, MOBILE CRANES by ALLAN and COLES, ROAD ROLLERS, DUMPERS, MIXERS.

also

LARGE QUANTITY OF PLANT SPARES by ALLIS CHALMERS, CATERPILLAR, INTERNATIONAL, JCB, NCK, RANSOMES & RAPIER, RUSHTON BUCYRUS, etc., including ROLLERS, INJECTORS, TRACKS, TRACK CHAINS and PLATES, TRACK PIN PRESS, GEARS, CLUTCH PLATES, IDLERS, JIBS, BUCKETS and BUCKET TEETH, DRAGLINE, SKIMMER and BACK ACTER EQUIPMENT, etc.,

and

VEHICLE SPARES by A.E.C., AUSTIN 'CHAMP', B.M.C., BORG & BECK, CAV, FERGUSON, LEYLAND, ROLLS ROYCE, and STANDARD.

also

COMPRESSORS, GENERATORS, PUMPS, MACHINE and HAND TOOLS, GARAGE EQUIPMENT, TYRES and WHEELS, 200 JACKS (4 - 35 tons), DRILLS, 14 in. LATHES, FRETSAW SETS, GRINDERS and SAWS by BLACK & DECKER and WOLF, MOTORS, TOW ROPES, STEEL CABINETS.

and

THAMES TRADERS FITTED MIXER BODIES, TIPPING, TANKER and OTHER TRAILERS, COACHES, LOW LOADER UNITS, TIPPERS.

also

COMBINE HARVESTERS, TRACTORS, etc.

SALE TO COMMENCE AT 10.00 a.m.

For Viewing Dates and Times see Catalogue

CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS OFFICES, WALKER, WALTON & HANSON, DEPT. C3, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
June 27 .	**Machine tools, technical stores, miscellaneous equipment.**	**Central Ordnance Depot, Bicester, Oxon. .**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. Bicester 2073.)**

Lathes; grinders; band saws; surfacers; circular saws, etc.; electrical and radio spares; welding electrodes; clocks and wrist watches; vehicle spares; Dennis fire pumps, 350-500 gpm; Fordson self-propelled fire pumps; 4-wheeled industrial trailers; industrial tractors; 4½- and 5-ton trolley jacks; miscellaneous diesel engine spares; degreasing plants and spares; grit spreaders; galvanized corrugated iron sheets, various sizes; towing jams complete with chains and fixing hooks; wooden 30-ft. and 35-ft. extending ladders; clothing, including khaki drill; greatcoats; duffle coats; woollen jerseys; woollen and rayon stockings; white and khaki shirts; m./c. coats; gloves; pillows; carpets; rubber boots; ankle boots; mixed rags; hessian; canvas sheets, 9 ft. by 7 ft.; furniture including sideboards; wardrobes; writing tables; bedside tables; Windsor chairs; dining chairs; fold flat tables 6 ft.; kitchenware; and a large assortment of other miscellaneous stores.

July 6 and 7 .	**Electronic equipment and spares, miscellaneous stores.**	**Ordnance Depots in Southern Counties . .**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. Fareham 4211.)**

Sale to be held at Ritz Cinema, Middle Brook Street, Winchester.

Electric fork lift trucks; welding sets; charging sets; diesel driven concrete mixers; Ross and Ottway telescopes; theodolites; binoculars; gun-sighting telescopes; trolley, hydraulic, screw and side jacks; two Cullum mobile mufflers; pocket and stop watches; radio receivers and spares; insulated co-axial cable; 14 tons of timber; miscellaneous vehicle spares; tools and tool kits; lead acid batteries; clothing; kitchenware; old canvas and mixed rags; scrap rubber (tyres and tubes); furniture and a large assortment of other miscellaneous equipment.

July 13 .	**Miscellaneous stores . . . . . .**	**Command Ordnance Depot, Coypool, Marsh Mills, Plymouth.**	**Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. Plymouth 69292.)**

MT spares; teleprinters; electrical equipment; binoculars; gun-sighting telescopes; telephone sets and switchboards; hydraulic lifting and screw jacks; steel pallets; scrap batteries; portable cookers; tool kits; scrap metals; old tentage; woollen rags; old webbing and mixed rags; clothing and textiles including greatcoats; BD trousers and blouses; berets; boots and shoes; blankets and blanket pieces; kitbags; groundsheets; camouflage netting; furniture including wardrobes; tables (various); chairs; sideboards, etc., and a large assortment of other miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
July 4 and . August 1	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.
Note: The sale advertised for July 18, 1967, will not now take place.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 3*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 3*d.*), No. 13 The Supervisor and His Job **3s.** (3*s.* 5*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 5*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 9*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 6*d.*)
Prices in brackets include postage.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+35
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	134	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	130	132	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1967															
1st quarter		132*				109		128*	159*				+ 9*	+ 4*	+14
1966															
October		132				108									
November		131				109									
December		132				109									
1967															
January		132				109									
February		132				109									
March		133				110									
April		132*				109									

	ORDERS		PRICES AND COSTS				LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—395
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—118
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	— 59
1965													
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 38
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	— 2
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 45
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—105
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 51
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206		147	164	+142
1967													
1st quarter	150*	104*	139·3	+3·6	112·0*	133·6	171·4	458	188		164	166	+ 41
1966													
October	158	106	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155	107	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	105	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153*	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	151*	106*	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	150*	104*	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April		106*	140·4	+3·0	110·0*	133·6*	172·1	495	174		174	163	
May			140·3	+2·3	110·1*	133·6*		505	168		167*	162*	

*Provisional. †Not seasonally adjusted.

Industry's investment intentions in 1967 and 1968

INDUSTRY WAS, in May, expecting to invest in 1967 a little more than was envisaged at the end of last year, suggesting that the fall in the volume of investment between 1966 and 1967 may be slightly less than the estimate of 10 per cent made then*; and, confirming its views on 1968 plans and intentions expressed at the end of last year, was not expecting any marked further decline in 1968. This is the Board of Trade's interpretation of the results of the latest inquiry into industry's investment intentions, carried out in May 1967. In view of the nature of the inquiry, which is discussed below, and the possibility of further changes in plans and intentions which may affect the level of spending in 1967 and 1968 (for example, changes arising from the further acceleration in payment of investment grants announced on June 14) it must be emphasized that the estimates derived from it are subject to some margin of uncertainty.

In the May 1967 inquiry companies were asked to state whether they planned to spend in 1967 and in 1968 more than, the same as, or less than they had forecast in the inquiry carried out in November/December 1966. Thus the inquiry, unlike the other regular inquiries carried out in August/September and November/December of each year, did not ask for figures but only for an indication of the direction of any change in investment plans. There have been three previous inquiries of this nature, and these have been used in interpreting the results of the present inquiry.

The answers ('more', 'same' or 'less') given by firms are weighted by the amounts of capital expenditure which was forecast for the year in the November/December inquiry and then aggregated. For manufacturing industry, the aggregated results of the May 1967 inquiry in respect of 1967 expenditure and the results of the comparable previous inquiries were as follows:

Firm's replies, weighted by their November/December forecasts of expenditure, as percentage of total.

Date of Inquiry	Year of expenditure forecast	More %	Same %	Less %	Balance (More-less) %
May 1964	1964	37	35	27	+10
May 1965	1965	25	44	31	— 6
May 1966	1966	25	35	40	—15
May 1967	1967	32	39	28	+ 4

The final column, the balance of 'more' minus 'less', indicates for manufacturing industry as a whole the shift in intentions since the November/December inquiry. These figures cannot, however, be used on their own for, like the results of a number of inquiries of this type, there may be some built-in bias and the balances themselves provide no direct guide to the amount of any change. They can, however, be set against the changes in the aggregated value of the actual figures of forecast expenditure supplied by contributors in the inquiries before and after the May inquiry. For previous years, this comparison shows:

		1964	1965	1966
Change in aggregated value of firms' forecasts between November/December and August-September inquiries	%	+ 5	— 1	— 6
Balance in May inquiry	%	+10	— 6	—15

*See *Board of Trade Journal*, January 27, 1967, page 204.

Thus the balances in the previous inquiries have correctly indicated the direction of the change, but the actual size of the balance can be used only roughly to indicate the scale of the change in the aggregated forecasts. In 1964, the first year of the upturn following the 1962/63 trough in the investment cycle, manufacturers' forecasts were in the aggregate revised upwards; in 1965 there was little change; while in 1966 the forecasts made in August/September were revised downwards as compared with those made at the end of 1965.

On this occasion the balance is positive suggesting, in the light of the previous three inquiries, some upward revision of forecasts; but it is small and on the basis of the past relationships cannot safely be taken to mean anything more than a very small upward revision. Since the quantitative forecasts supplied in November/December 1966 indicated a fall in manufacturing industry's investment of 10 per cent in volume terms between 1966 and 1967 it is therefore to be concluded that the fall between 1966 and 1967 may now be somewhat less. There is little systematic evidence on which to attempt to quantify the expected change in investment and any figure must therefore be largely a matter of judgment. The Board is inclined to put the reduction in the volume of investment between 1966 and 1967 at about 8 to 9 per cent on the basis of this latest inquiry without attempting to make allowance for any subsequent changes (e.g. the acceleration in payment of investment grants) which may influence capital spending. Subject therefore to all the uncertainties which affect the 1967 estimate the trend of investment by manufacturing industry since the peak year of 1961 is shown by the following figures:

	£'million 1958 prices
1961	1,195
1962	1,098
1963	964
1964	1,092
1965	1,203
1966	1,205
1967 (round estimate)	1,100

Manufacturing industry's plans for 1968

The qualitative nature of the May 1967 inquiry does not enable much to be added to the very broad interpretation which is all that can as yet be given to the forecasts of 1968 investment provided at the end of 1966. These forecasts, it will be recalled, gave no evidence of any marked further decline in investment between 1967 and 1968 and the latest inquiry confirms this view.

Distributive and other service trades

Like the regular forecast inquiries for the distributive and service industries the results of the May qualitative inquiry cannot be interpreted as closely as those for manufacturing industry. In broad terms, however, the results are similar to those for manufacturing industry; the fall between 1966 and 1967 may be slightly less than the decline of about 10 per cent which was estimated from the forecasts supplied at the end of 1966; and there is again no evidence of any marked further decline between 1967 and 1968.

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United Kingdom Trade in May

A shortened version of this article appeared in last week's Journal.

Summary

EXPORTS IN THE first five months of 1967 have on average been 6 per cent higher in value than the rate for last year as a whole; though in the last few months they have been rather below the high rates recorded late last year and early this year. Imports in May were lower than the erratically high figure in April, but the rate seems to have moved to a somewhat higher level in recent months.

United Kingdom trade

Table 1 (A)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft etc.		
1964	368	475		13	—45
1965	394	479		14	—22
1966	420	496		16	— 9
1965 1st quarter	384	457		13	—12
2nd quarter	381	484		13	—41
3rd quarter	399	487		15	—25
4th quarter	412	489		16	—11
1966 1st quarter	416	507		16	—24
2nd quarter	395	495		16	—34
3rd quarter	426	513		16	—20
4th quarter	444	470	470	17	+41
1967 1st quarter	450	524	523	15	— 6
1966 December	427	503	502	16	— 7
1967 January	471	550	550	18	— 6
February	453	522	522	15	— 1
March	424	501	499	14	—12
April	441‡	556‡	549‡	15	—41‡*
May*	438	533	527	15	—25*
Dec. 1966-Feb. 1967	451	525	524	16	— 4*
1967 March-May*	434	530	525	15	—26*

† Excluding transactions relating to US military aircraft financed by Exim Bank credit (see Notes).
* Provisional estimates.
‡ Revised estimates.

Table 1 (B)

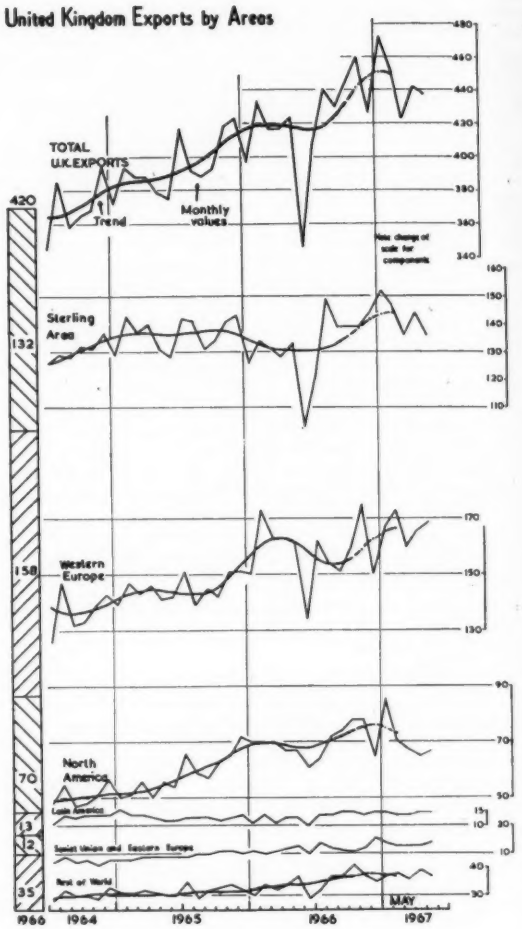
Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
1967 1st quarter	444·8	536·5	15·4
April	438·4‡	532·8‡	15·5
May*	459·6	544·5	16·2

* Provisional estimates.
‡ Revised estimates.

Visible trade balance

There was a visible trade deficit in May of £25 million (excluding United States military aircraft), seasonally adjusted. Over the first five months of this year there was a deficit averaging £17 million a month.

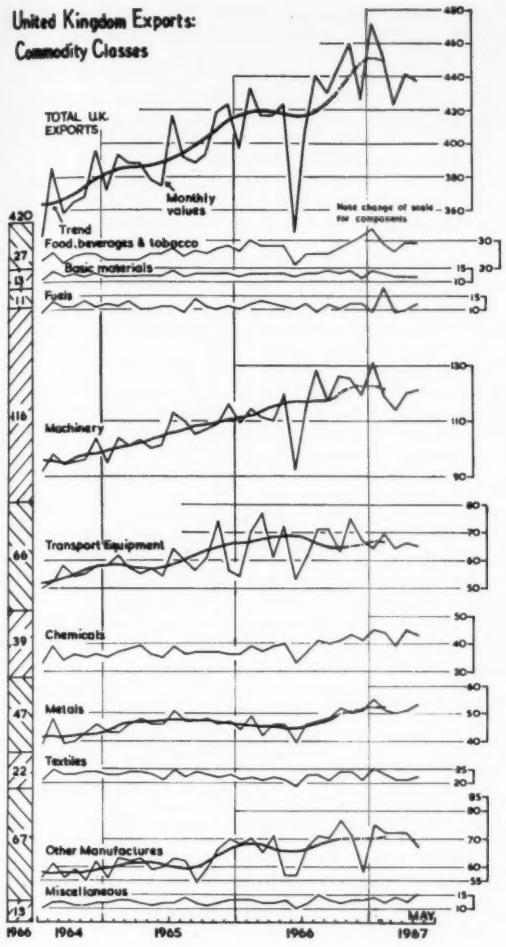


United Kingdom Exports: Areas†
Table 2

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1966 Year	420	132	158	80	62	70	13	12	35
2nd quarter	395	121	153	76	59	65	12	12	33
3rd quarter	426	137	156	77	60	70	14	12	35
4th quarter	444	140	161	82	63	73	15	13	38
1967 1st quarter	450	145	167	82	67	75	14	13	37
March	424	136	160	80	64	67	14	13	36
April	441	144	166	83	66	65	15	13	39
May*	438	136	169	84	68	67	15	14	37
1966-7 Dec.-Feb.	451	147	163	81	65	74	15	14	37
1967 Mar.-May*	434	139	165	82	66	66	15	14	37

*Provisional estimates.
†Burma is included with the 'Rest of the World' and from January 1966, figures for Rhodesia have been excluded from the sterling area and included with those for the 'Rest of the World.'



Exports

Exports in May were £438 million, seasonally adjusted. For the year so far, exports have averaged 7 per cent more than in the corresponding period a year earlier, and 6 per cent more than the average for the whole of last year.

Exports to the United States have fallen back in recent months, reflecting the current slackening of demand in that market. The rapid growth in shipments to the sterling area now appears to have levelled off, and deliveries to the developing sterling area countries may be running below the high levels achieved at the beginning of this year. There are signs of some growth in exports to the Common Market countries, and deliveries to the EFTA countries have continued to increase.

Most main categories of exports, both of manufactured and non-manufactured goods, have been affected by the pause in recent months.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.SO2) 49421, Ext. 316 for Imports and Re-exports, Ext. 314 for Exports, telex 9912 CUSEX Southend).

Table 3. United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1966 Year	420	27	13	11	356	182	116	48	18	39	47	22	67	13
2nd quarter	395	26	13	11	333	169	107	46	16	37	44	21	62	12
3rd quarter	426	25	13	11	365	186	120	51	16	39	47	22	69	13
4th quarter	444	29	13	11	377	193	124	48	20	42	51	23	69	13
1967 1st quarter	450	30	13	12	381	190	121	51	16	43	52	23	73	14
March	424	26	12	9	357	176	114	49	18	39	50	21	72	14
April	441	29	12	10	374	186	120	49	17	45	51	21	72	12
May*	438	29	12	12	368	185	121	47	19	43	53	22	67	15
1966-7 Dec.-Feb.	451	31	13	13	381	193	123	50	17	43	53	23	69	13
1967 Mar.-May*	434	28	12	11	366	182	118	48	18	42	51	21	70	14

*Provisional estimates.

(*Continued on next page*)

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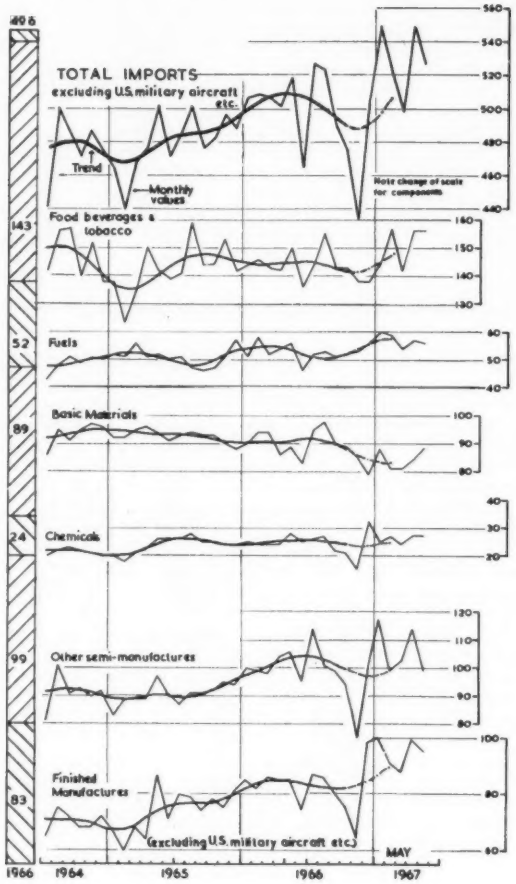
Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

Imports by Commodity Classes



Imports

Imports in May, excluding United States military aircraft, were £527 million, seasonally adjusted; including these aircraft they were £533 million.

The monthly import figures since the autumn of last year have been particularly variable and the trend difficult to judge. Over the three months March to May, when the figures might still include some arrears of imports following the lifting of the import surcharge, imports averaged £525 million (excluding United States military aircraft). This was about 6 per cent higher than the average for the preceding five months, October to February. This latter period probably includes the main disturbances before and after the lifting of the surcharge. But the process of making good arrears of chargeable goods may still be continuing. In addition, imports of food, drink and tobacco were at a relatively low rate during this period. Compared with the first nine months of last year, the average rate of imports in March to May was 4 per cent higher in value.

The rise in the rate of imports in March to May, compared with October to February, was partly in food, drink and tobacco which were 7 per cent higher in value. There was also an increase of 2 per cent in the value of fuel imports. Larger increases occurred in the categories of goods affected by the import charge. There was an increase of 8 per cent in imports of chemicals, of 9 per cent in other semi-manufactures and of 10 per cent in finished manufactured goods. The recent figures for these categories, besides reflecting possible arrears of shipments, may also include goods for re-building stocks. In addition, some increase in the rate of consumption of these imports must be expected. The rate of imports of basic materials showed little change between the last three months and the previous five; last autumn these imports were falling, but more recently they have levelled out.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 1615 of this week's Journal.

Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1966 Year	496		143	52	212	89	25	99	83		7
2nd quarter	495		142	52	213	86	26	102	82		6
3rd quarter	513		147	52	224	94	25	105	84		6
4th quarter	470	470	140	51	196	84	23	89	79	79	7
1967 1st quarter	524	523	148	57	215	83	26	106	94	93	7
March	501	499	142	54	208	81	24	102	90	88	5
April	556	549	156	57	225	84	27	114	106	99	6
May*	533	527	156	56	215	88	27	99	100	95	6
1966-7 December-February	525	524	147	58	216	83	28	105	96	96	8
1967 March-May*	530	525	151	56	216	84	26	105	99	94	6

*Provisional estimates.

CATALOGUES OF GOVERNMENT PUBLICATIONS

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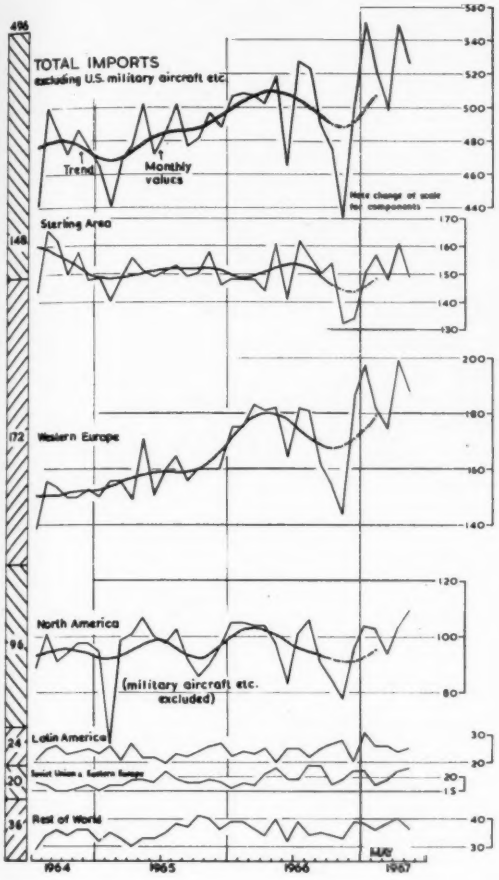
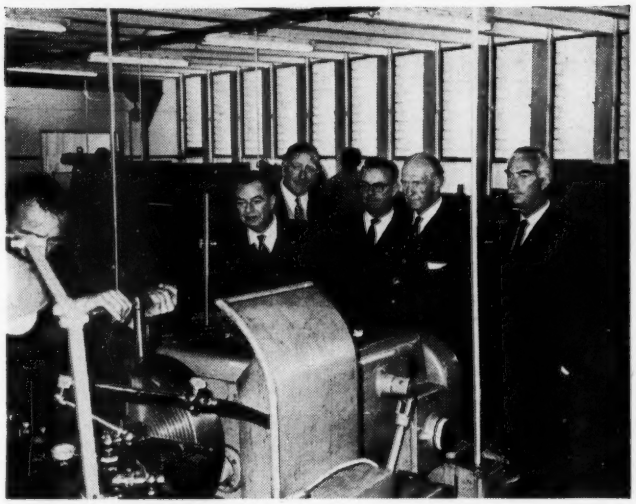
Imports by Areas





Sir John Nicholls, British Ambassador in South Africa, accompanied by Mr. P. V. St. J. Killick, First Secretary (Information) at the British Embassy, and Mr. H. Niblock, HM Consul (Commercial), Cape Town, recently visited Reckitt & Colman's factory at Cape Town. They were shown the very extensive operations of this United Kingdom company in South Africa by Mr. F. C. Darnborough, chairman, and Mr. C. S. Marx, deputy chairman of Reckitt & Colman (Africa) Ltd., and Mr. P. E. Sligo-MacLeod, the factory director. This was one of a number of such visits being paid by HM Ambassador to companies with British interests in South Africa. Picture shows (left to right): Sir John Nicholls, Mr. F. C. Darnborough, a member of the Embassy staff, Mr. C. S. Marx, and Mr. H. Niblock.

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1966 Year	496		148	172	96		24	20	36
2nd quarter	495		149	176	95		23	21	35
3rd quarter	513		156	175	99		24	22	36
4th quarter	470	470	140	162	86	85	25	19	35
1967 1st quarter	524	523	152	185	102	101	27	19	37
March	501	499	148	175	97	94	26	19	38
April	556	549	161	200	110	103	24	22	40
May*	533	527	149	188	115	109	25	23	36
1966-7 December-February	525	524	147	189	101	101	25	20	38
1967 March-May*	530	525	153	188	107	102	25	22	38

*Provisional estimates.
†Burma is included with the 'Rest of the World' and from January 1966 figures for Rhodesia have been excluded from the sterling area.

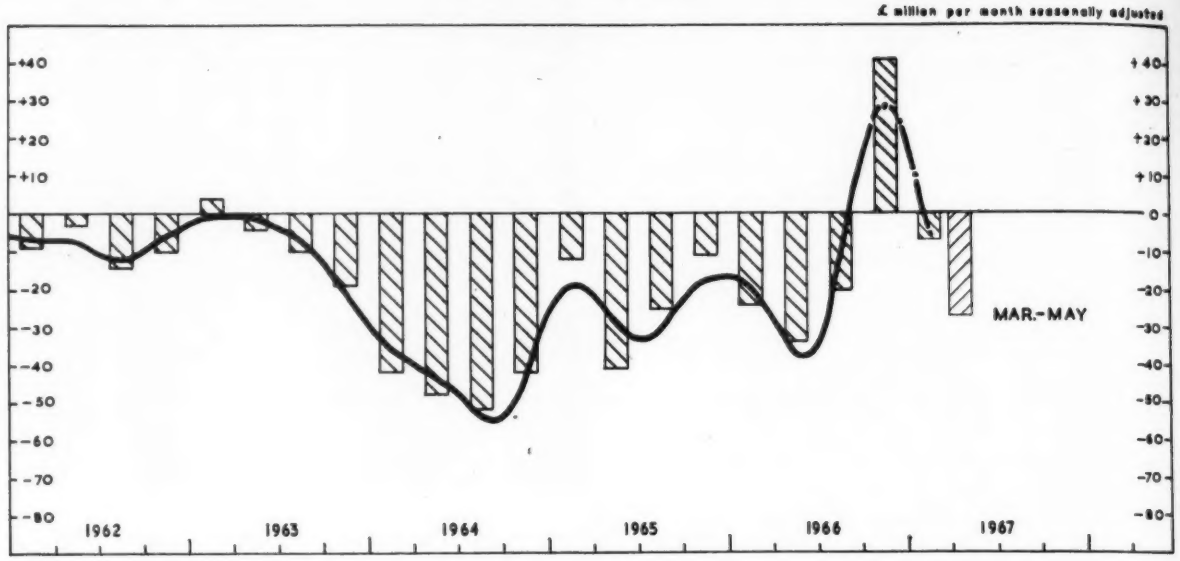
(*Chart and notes on next page*)

Government Publications

required by customers in Wales may be obtained quickly from

Her Majesty's Stationery Office, 109 St. Mary Street, Cardiff

VISIBLE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

NOTES:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on June 27*, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for July†, due to be published on or about July 27.

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the trade accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is to be shown in the quarterly balance of payments statistics published in *Economic Trends*.

*Accounts relating to the Overseas Trade of the United Kingdom, May 1967. HMSO, price 30s., by post 31s.

†Report on Overseas Trade, published by HMSO, price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

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Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in April was 6 per cent less than in April 1966. If the two months March and April are taken together, the volume of production was 14 per cent less compared with the corresponding period of 1966.

Statistics issued by the Textile Council show that in the period January-April the amount of cloth woven was 17 per cent less than in the same period of 1966; production of single yarn was 13 per cent less and the amount of yarn doubled 10 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1966 April	8·64	2·52	2·31	2·15	1·19	18·4	11·9
May	9·72	2·93	2·60	2·48	1·25	20·0	13·2
June*	7·19	2·31	2·09	1·90	1·07	18·2	12·0
July	7·64	2·18	2·13	2·06	1·04	11·2	8·5
August*	9·18	2·71	2·33	2·19	0·98	18·5	12·3
September	7·80	2·36	2·18	1·95	1·30	16·3	11·1
October	9·70	2·82	2·58	1·97	1·45	18·3	12·2
November*	9·41	2·82	2·54	1·95	1·41	17·5	11·9
December	7·59	2·30	2·16	1·73	1·23	14·2	9·6
1967 January	8·37	2·54	2·32	2·03	1·33	16·6	11·3
February	8·35	2·44	2·31	2·09	1·44	16·5	11·4
March*	7·29	2·15	2·10	1·93	1·34	14·2	10·0
April	8·12	2·49	2·24	2·24	1·48	15·6	10·9

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries.
*Average of 5 weeks. †53-week period.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in April was 7 per cent more than in April 1966. Taking the two months March and April together to eliminate the effect of the changing date of Easter, the volume of production was 6 per cent less compared with the same period of 1966.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 12 per cent less and 3 per cent more respectively than in April 1966. The rate of production of wool and hair tops was 8 per cent less and of man-made fibre tops 6 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (*a*)	Worsted yarn	Woven fabrics (excluding blankets) (*b*)		Blankets (*a*)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1958	111·1	74·2	3·7	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	5·3	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	9·4	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	9·1	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	8·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1966 1st qtr.	104·9	63·4	15·6	83·7	59·8	41·9	37·8	8·1
2nd qtr.	102·1	60·1	15·7	81·8	57·1	42·4	31·7	6·3
3rd qtr.	87·8	53·0	15·2	69·8	50·4	41·9	29·9	7·1
4th qtr.	93·3	53·3	16·4	79·5	53·6	42·2	34·5	9·1
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
1966 Feb.	32·9	20·1	5·1	26·2	18·7	13·0	12·1	2·6
Mar.	38·3	23·2	5·6	30·3	21·5	14·5	13·4	2·6
Apr.	31·6	18·5	4·6	25·5	18·0	12·0	9·5	2·0
1967 Feb.	31·1	18·7	4·7	25·3	16·2	12·5	11·5	2·3
Mar.	31·5	18·5	4·7	25·9	16·5	12·9	11·7	2·0
Apr.	31·6	18·0	5·1	26·7	16·7	12·5	10·8	1·8

(*a*) Estimated. (*b*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964, during the week ended Friday, June 16, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Africa – Texas Style	Br/E 32402	109	June 13	Paramount Film Service Ltd.	Vantors Films Ltd.
(a) Where Once Kings Rode	Br/E 32403	24	June 13	Antony Balch Films Ltd.	George Marshall Productions Ltd.
(b) Where Once Kings Road					
Pathe Pictorial Series 651/663:					
Pathe Pictorial No. 651	Br/E 32412	8	June 14	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 652	Br/E 32413	8	June 14	,, ,,	,, ,,
Pathe Pictorial No. 653	Br/E 32414	8	June 14	,, ,,	,, ,,
See You at the Pillar	Br/E 32415	18	June 14	,, ,,	,, ,,
King of Blades	Br/E 32418	18	June 15	United Artists Corp. Ltd.	National Film Board of Canada.
Kahawa	Br/E 32419	27	June 15	Gala Film Distributors Ltd.	Dorman Productions Ltd.
Paris in the Spring	Br/E 32420	26	June 15	,, ,,	Fundamental Films.
Ruddigore	Br/E 32421	54	June 15	,, ,,	Halas and Batchelor Cartoon Films Ltd.
The Jokers	Br/E 32422	94	June 16	Rank Film Distributors Ltd.	Adastra Film Productions Ltd.
Movietone News 1983	Br/E 31910	9	June 16	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1983A	Br/E 31911	9	June 16	,, ,,	,, ,,
Pathe News 67-47	Br/E 31976	7	June 16	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-48	Br/E 31977	7	June 16	,, ,,	,,
			FOREIGN		
Texas Across the River	F 32399	101	June 12	Rank Film Distributors Ltd.	Universal International Films Inc.
Africa Addio	F 32400	122	June 13	Ranworth Film Services Ltd.	Rizzoli Films S.p.A., Rome.
Frozen Alive	F 32401	63	June 13	Butcher's Film Distributors Ltd.	Creole Film Productions and Alfa Film G.m.b.H., Berlin.
Sugar and Spies	F 32404	7	June 14	Warner-Pathe Distributors Ltd.	Warner Bros. Pictures Inc.
Tease for Two	F 32405	7	June 14	,, ,,	,, ,,
A Taste of Catnip	F 32406	7	June 14	,, ,,	,, ,,
Nelly's Folly	F 32407	7	June 14	,, ,,	,, ,,
Chaser on the Rocks	F 32408	7	June 14	,, ,,	,, ,,
Apes of Wrath	F 32409	7	June 14	,, ,,	,, ,,
Girl	F 32410	14	June 14	Amanda Films Ltd.	Paul Williams.
The Magnificent Cuckold	F 32411	111	June 14	Monarch Film Corp. Ltd.	Walter Reade Sterling Inc.
In Like Flint	F 32416	115	June 15	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.
Barefoot in the Park	F 32417	105	June 15	Paramount Film Service Ltd.	Paramount Pictures Corp.

Orders in the textile and clothing industries

ORDERS-ON-HAND in the textile and clothing industries at the end of April were 1 per cent more than at the end of January. Net new orders, which in the first quarter of 1967 had shown some recovery from the very low level of the fourth quarter of 1966, may have slackened in recent months; in the three months ending April, however, net new orders received were 2 per cent more than in the three months ending January. Deliveries in the three months February to April were unchanged compared with the previous three months.

The above comparisons are based on the series in the accompanying table which have been adjusted for seasonal variations.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted
1965 1st quarter	121	122	97	96	99	97
2nd quarter	127	123	102	101	97	99
3rd quarter	117	124	87	100	95	100
4th quarter	121	121	107	95	103	98
1966 1st quarter	122	122	100	100	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	86	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter*	104	104	91	93	91	92
1966 January	121	121	92	98	95	100
February	120	120	100	97	104	99
March	122	122	108	103	103	98
April	123	123	98	100	95	99
May	128	124	113	106	100	102
June	127	124	96	95	96	97
July	122	122	75	91	90	99
August	115	118	65	84	85	96
September	109	115	83	84	100	93
October	106	107	95	76	104	93
November	107	104	104	83	101	92
December	105	105	78	92	85	93
1967 January*	106	105	89	96	87	91
February*	106	106	98	95	98	93
March*	104	104	86	90	89	93
April*	106	106	100	92	95	90

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
*Provisional.

New companies registered in Northern Ireland

IN THE MONTH of May, 1967 twenty-three new private companies having a total nominal capital of just over £73,000 were registered in Northern Ireland.

During the period January-May, 1967 one hundred and eleven companies with a total nominal capital of almost £1,037,000 were registered as compared with 132 companies with a total nominal capital of just over £650,000 registered in the same period in 1966.

U.K. balance of payments: 1st quarter 1967

THE TREASURY have announced some preliminary balance of payments figures that will be published in more detail in the June issue of *Economic Trends* at the end of the month.

The figures show that on a seasonally adjusted basis there was a surplus of £41 million on current account in the first quarter. It is thought that the overall surplus on this basis was somewhat larger.

The balance of monetary movements was favourable by £177 million, reflecting an identified surplus on the overall balance of payments (not seasonally adjusted) of £23 million, and a positive balancing item of £154 million.

As the table below shows, the large surplus in the 4th quarter of 1966 (which included special factors) and the surplus in the 1st quarter of 1967 have together yielded an overall surplus of £151 million in the six months to March 31, 1967.

United Kingdom Balance of Payments

£ million

	4th quarter 1966	1st quarter 1967
Seasonally adjusted:		
Current account	+142	+ 41
Before seasonal adjustment:		
Current account	+164	+ 3
Long-term capital	— 36	+ 20
Overall balance	+128	+ 23
Balancing item	— 61	+154
Balance of monetary movements:		
Decrease in net liabilities (—)	— 67	—177

Index of retail prices, May 1967

AT May 16, 1967 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 119.4 compared with 119.5 at April 18.

Index of industrial production April 1967

THE INDEX of industrial production for April 1967, seasonally adjusted, is estimated provisionally at 132 (1958=100) compared with a figure of 133 for March. For manufacturing industry alone the figures were 133 and 134 respectively.

For the three months, February to April 1967, it is provisionally estimated that production as a whole was 0.6 per cent higher than in the preceding three months, November, 1966, to January, 1967, and for manufacturing industries alone the increase was 0.7 per cent.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 469, London, S.E.1:

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Hosiery and Other Knitted Goods (with annual supplement) for November 1966-*January* 1967.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Exhibitions and Fairs

UK display at Interior Design Show foreshadows British Week Toronto

A report from the British Government Office in Toronto

THE NATIONAL Interior Design Show was the first of its kind to be held in Canada. Each year there is a Furniture Mart and Floor-covering Show in Toronto in January and similarly in Montreal in August. Both are open to the public and are largely aimed at retailers and their customers. However, with an ever increasing proportion of work being done through contract buying (the carpet trade in Canada now puts the contract side of its business at around 30 per cent of an overall wholesale volume of $90 million) the time seemed ripe to promote a trade show intended primarily to serve this growing business.

An essential preliminary to the mammoth British Week being planned for Toronto in October is the now typical British Week Samples Show, where are displayed the various products expected to benefit from increased sales during the Week. If such a samples show can be put on as part of a major Canadian trade show for the same industry, so much the better. This is why the British Week Samples Show for furniture, carpets and, to a limited extent, furnishing fabrics was made part of the National Interior Design Show, Toronto, May 23 to 25. 7,500 square feet of space (one sixth of the show total) was taken by the Board of Trade for this purpose.

The Central Office of Information designed stand was impressive, as was to be expected in a show aimed at the sophisticated world of architects and interior designers. The British Carpet Federation supplied 430 square yards of rich blue, Paisley patterned, Axminster carpeting for the United Kingdom furniture exhibitors. The carpet manufacturers covered the floor and walls of their own individual stands with colourful examples from their ranges. The overall British Week slogan 'Britain Sends Canada all the Best' stated what the products themselves clearly showed.

The show was opened by the Mayor of Toronto, Mr. William Dennison, and the United Kingdom portion was visited by him immediately afterwards. In the evening a reception was given by the Senior British Trade Commissioner and the three British trade federations responsible for the British stand. The reception was attended by architects, interior designers and buyers in the contract and retail business.

Following directly on from the reception a talk was given by Sir Hugh Casson on the subject of 'Architectural Co-operation'. Sir Hugh, an accomplished speaker, went down tremendously well with his responsive audience of some 200 persons and it is to be hoped that Toronto will have an opportunity of hearing him again soon.

Now what of the results? The carpet firms certainly were the more satisfied as a group. Those who were not already represented in Canada arranged representation at the show. Each of the carpet firms was satisfied with the exposure obtained and the inquiries received. Useful new accounts were opened.

Unfortunately, all was not quite so rosy on the furniture side. The fact is that, generally speaking, Canadian importers do not like dealing with British wholesalers. They prefer to deal directly with manufacturers. Consequently those exhibitors who were manufacturers of furniture were well satisfied with results, whereas those who were wholesalers were disappointed. But there is a good market here for well-made reproduction furniture, and the furniture component of our showing amply proved this fact.

Hospital Equipment Exhibition

AN ENORMOUS range of equipment for use in hospitals and clinics, together with a large number of exhibits devoted to the display and explanation of all the associated medical services currently available for a modern health service, was assembled at the 6th International Hospital Equipment and Medical Services Exhibition held at Olympia from June 5 to 9. Exhibits ranged from anaesthetic, operating theatre and electromedical apparatus to incubators, invalid chairs and cars and X-ray equipment, and included sanitary and catering equipment and services.

Some of the interesting exhibits on view included Honeywell Controls' completely equipped operating theatre, Longworth Scientific Instruments Co.'s Cardiff infant inflating bag, an inexpensive, simple and safe resuscitator for new-born babies, and Swann-Morton's sterile disposable scalpels, stitch cutters and surgical blades (a vast new industry in disposable equipment is now growing up).

Visitors to the last of these biennial exhibitions in 1965 totalled 32,000, and the organizer's confidence that 1967 would see an increase was justified by the final overall attendance figure of 35,000. Of this number 1,663 were direct overseas visitors from 76 different countries.

The exhibition was opened by Mr. Kenneth Robinson, Minister of Health. The organizers were Contemporary Exhibitions Ltd.

Left: Taking a close look at samples of traditionally patterned British carpets on display at the Interior Design Exhibition, Toronto, are, left to right, Mr. G. Bottomley, of Hugh Mackay & Co. Ltd.; the Mayor of Toronto, Mr. William Dennison; and the British Trade Commissioner, Mr. A. H. Spire. Right: Sir Hugh Casson (left) discusses a more modern design with Mr. R. Thompson, of Brand Worth Ltd.

First-time British participation in Oyonnax plastics fair

A report from the British Consulate-General at Lyons

OYONNAX, in the foothills of the Jura mountains in eastern France, lays claim to being the plastics centre of Europe. The population of 20,000 is almost entirely engaged in the plastics industry, and Oyonnax is the home of the annual Salon International des Plastiques et de la Lunetterie, the only important plastics fair in France, for which a modern permanent exhibition site has been built on the edge of the town. The salon has five exhibition halls totalling over 200,000 square feet, with stand space of some 110,000 square feet. This is already too small to meet future demands for space.

The 12th salon was held from May 24 to 30 and attracted record numbers of exhibitors (463, of whom 130 were from abroad) and visitors (which passed the 50,000 mark). For the first time, the exhibition contained a specialist section showing spectacles and frames. Another 'first' at this year's salon was the official British stand, first British and indeed first foreign official participation at Oyonnax. The fair organizers marked this important step in their growth by holding a Franco-British Day at which Mr. Michael Kendall, HM Consul at Lyons, acted as President of Honour on behalf of HM Ambassador in Paris.

The official British stand (1,800 square feet), a Board of Trade joint venture with the London Chamber of Commerce, represented very mixed interests. London Chamber of Commerce manned a general information stand around which the five firms participating in this joint venture were grouped. After a very slow beginning to the week, they all reported worthwhile contacts from which valuable orders could be expected and all returned home well contented with their first visit to Oyonnax and hoping to return next year.

Optoplast Ltd. produce machinery for making spectacle frame arms and, although they were unable to display any of their machines, found a great interest in their new techniques: they confidently expect that important sales will be concluded. Similarly, Bidder & Kelly Ltd., who showed an entirely new type of hinge for spectacle frames, were able to negotiate an important contract with a leading French manufacturer. The other exhibitors, Armoride (Sales) Ltd. (decorative laminates and plastics cloths), C. A. Harnden Ltd. (cutting and sealing machines for plastic packaging bags) and Milford-Astor (dry-printing machinery) all made useful contacts among French and other overseas buyers which they hoped would lead to important export orders.

Thirteen other British manufacturers were represented at the salon by their agents, two of whom showed British products exclusively, the others together with the products of non-British manufacturers. Most of these participants have shown their products at the Salon International des Plastiques for some years and already have well-established contacts on the continent. They were, nevertheless, all able to make new contacts and renew old ones, resulting in a marked increase of business. It was gratifying that these local agents were full of praise for the products they represented – advanced machinery offered at competitive prices despite tariff difficulties which German and Italian competitors do not have to face; there were no complaints or criticisms about United Kingdom principals, unfortunately too common in France these days.

In this industry, at least, prospects for future exports look bright.

LOB Exhibition

Opening the Location of Offices Bureau Exhibition on Office Decentralization, which runs at the Royal Exchange, London, until June 28, Viscount Watkinson, said, 'I yield to no one in my admiration and respect for the City of London. Here within an astonishingly narrow compass is gathered together more history and more financial and business expertise than in any similar area in the whole world. But this great city has one serious and fundamental flaw – it has too many people in it.

'Looking back to my three years as Minister of Transport, I remember the many studies that were then being made of traffic conditions within London. All these studies prophesied increasing frustration and inefficiency arising from an increasing over-loading of road and rail development.

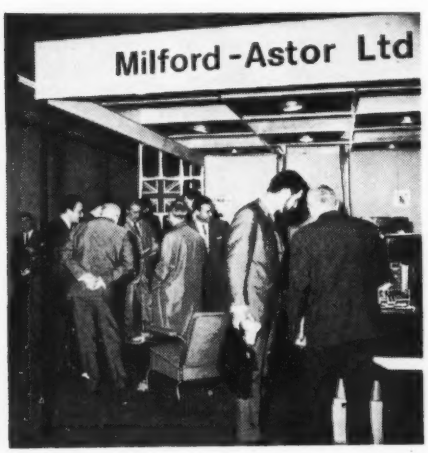
'In looking at possible solutions, one is presented with an awkward dilemma which springs from the very nature of the City of London. Much of the city's strength lies in the fact that all the necessary elements for taking important decisions in every area of business and finance are gathered close together. Split this cohesive whole and much of its power of decision would be lost. Yet all of us who are engaged in business of one kind or another in the city are paying a higher and higher price in terms of congestion and frustration for the need to be closely associated in geographical terms.'

Lord Watkinson added: 'No doubt many businesses in the City of London could move large sections of their staff out to the country where they would enjoy easier working conditions. This would then lighten the load in the city itself and thus make it a place where those who have to work would be able to do so under more efficient and pleasant conditions.

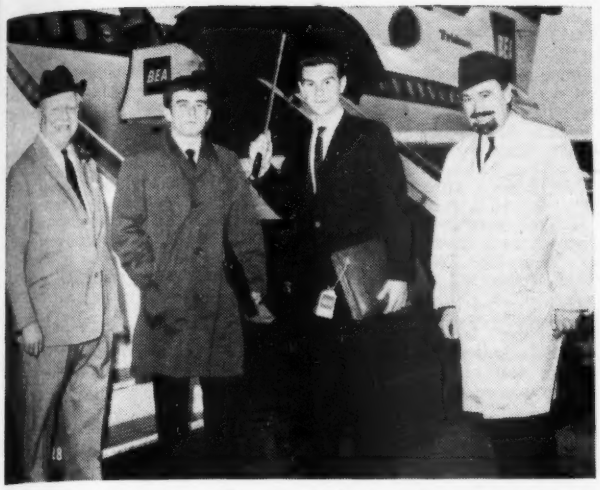
'I hope that this exhibition will encourage many more companies to consider making their own contribution to lightening the load on London and thus improving the working conditions of their staffs.'

The theme of the exhibition, which is open to the public, is that office decentralization can lead to better profits and better living.

The exhibition illustrates the advantages to both management and staff of moving offices out of London. It includes information about office availability, communications and local amenities, supported by case histories of some of the firms who have moved out of London, either totally or in part.



Many of the useful contacts made by British exhibitors at the Oyonnax plastics fair are expected to develop into valuable orders. The Board of Trade and the London Chamber of Commerce organized a joint venture in which five firms participated, the first British, and also the first foreign, official participation at Oyonnax. Left: Foreign buyers are eager to discuss equipment shown on the Milford-Astor stand. Right: A general view of the machinery section at the fair.



Two students from the Export Marketing Course at the High Wycombe College of Technology and Art will be selling the British wool textile story to Brussels retailers during the next few weeks. Jonathan Walsh (21) *and Anthony George* (20), *both wearing DAKS 'plus' suits, will be explaining in detail the various promotional schemes evolved by the National Wool Textile Export Corporation to help the retailers sell more British goods during British Week, which is to take place in Brussels from September* 29 *to October* 7. *Pictured before taking-off from London Airport in a BEA Trident are (left to right): Mr. Donald A. Robinson, European Promotion Manager, National Wool Textile Export Corporation, Bradford; Anthony George; Jonathan Walsh; Mr. Hubert Mosely, lecturer, Marketing Division, High Wycombe College of Technology and Art.*

HRH Princess Alexandra opened the British Columbia International Trade Fair on May 18. *After the opening ceremony Princess Alexandra toured the fair, including the* 30,000 *sq. ft. British Pavilion, the largest single exhibit in the show. Picture shows Princess Alexandra, accompanied by Mr. Arren, chairman of Canada ICI (left), looking at the display on the British Warehouses stand; on the right is Mr. Willoughby, managing director of British Warehouses. A report on the British participation appeared in the June* 9 *issue of the* Board of Trade Journal.

Fine display of antiques at Grosvenor House

INVESTMENT for the future or nostalgia for the past – whatever the motive of the buyer or collector of antiques, there was plenty to interest him at the Antique Dealers Fair and Exhibition. A collection of rare and precious objects from other ages jostled for his attention in the opulent surroundings of Grosvenor House – silver, glass, fine furniture, china and tapestries – each with its own historical as well as social interest.

Antiques are big business, and the Bristol glass and Chippendale chairs that find their way across the Atlantic contribute materially to Britain's export trade. The Antique Dealers Fair attracts connoisseurs and collectors from all over the world, and this year there was plenty to cater for the most specialized tastes.

As always, there was a dazzling display of silver and china, including such rarities as a silver teapot given by Charles II to Archbishop Sharp of St. Andrews and a Staffordshire figure of a young negro kneeling in prayer to commemorate the abolition of slavery by the British Parliament in 1807. Fine examples of English furniture abounded – a delicate Sheraton satinwood commode, a rare and elegant Hepplewhite bonheur du jour and a Chippendale mahogany settee.

On one stand a fine collection of ikons blazed – some heavily ornamented and jewelled, some crude and colourful and some incorporating intricate and delicate carving. An Elizabethan needlework table crowded with birds, animals, fruit, flowers and castles glowed with an amazing freshness. And amid this wealth and brilliance of colours a collection of white glazed early Derby porcelain, the first products of the Derby factory, stood out in chaste contrast.

The emphasis, of course, tended to be on home-grown antiques, but the collector of Eastern works of art and of Dutch and Flemish paintings was especially well catered for.

Some of the more unusual objects displayed included a life-size dachsund carved in gilt-wood dating from the 18th century and a bone and ivory model of HMS Irresistible made by French prisoners from the Napoleonic wars. To the spectator, much of the charm and liveliness of an exhibition such as this lies in the juxtaposition of a bewildering variety of objects from different ages and countries – of an old Chinese tomb figure of a standing lady of the T'ang dynasty with a pair of 17th century models of unexpectedly fierce-looking poodles.

But the fair was far more than a spectacle – it was obvious that a lot of hard business was being done. Antique prices have climbed steadily over the past few years, and demand shows no sign of slackening. At the end of the first day a good many of the exhibits bore a 'sold' ticket and would be replaced by fresh pieces the next day. Every item on display was for sale except the exhibits loaned by the Royal Family and the Worshipful Company of Goldsmiths. The term 'antique' has nowadays tended to become a rather elastic term, but the standards at the Antique Dealers Fair are kept up by the careful vetting of each object, which must have been made before 1830, by some 15 advisory committees.

The exhibition, which was opened by Princess Paola of Belgium, will continue until June 29. It is open from 11 a.m. to 7.30 p.m. except Sundays.

Group communications service for exhibitions

TELEPROMPTER U-K Limited has set up a Group Communications Division to handle what is claimed to be Britain's first comprehensive service in group communications for conference and exhibition organizers.

The division will not only supply, install and operate a full range of audio and visual aids for conferences and exhibitions, but also provide an advisory and planning service to help clients obtain maximum impact from the presentation.

Mr. James Young, managing director of Teleprompter U-K, said: 'Until now there has been no one firm to which people responsible for organizing conferences and exhibitions could go for a whole range of audio and visual equipment. This will be much more than simply an equipment hire service. We will be able to handle the entire staging of a presentation from start to finish'.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

'Best of Britain' for Macy's New York

'WE HOPE that Britain will take New York for the first time since 1776'. It will be only for three weeks in September 1968, but this is the offer being made to British consumer goods manufacturers by Macy's New York, the world's largest department store. From September 3 to 21 all Macy stores (the present figure of 12 is expected to rise to 14 by the time of the promotion) in and around New York will be devoted to presenting the 'Best of Britain' – the name chosen for the promotion. Fifty-one windows at Macy's Herald Square, New York City, ten at Macy's Colonie (the tri-city area of Albany, Troy and Schenectady) and the seven at Macy's New Haven will be given over to displays of British goods, which will also get pride of place in the 180 different selling departments. In addition, an area of 7,500 sq. ft. in the Herald Square store is to be given over to exhibitions about Britain.

These are some of the details given to a press conference in Glasgow by Mr. John A. Blum, senior vice-president of Macy's, who opened his remarks by frankly admitting that while this presented British manufacturers with a wonderful opportunity to reach 18,000,000 people, for Macy's it was a 100 per cent selling operation. His company was investing $300,000 in putting the spotlight on Britain – the first one-country promotion since 1951 – and it was doing this because it felt that Britain made a lot of things which New Yorkers would like to buy, if they were given the opportunity. In 1951 the store had started a nation-wide market for Italian consumer goods, and the same thing could happen again.

The first practical step towards this promotion was taken about eighteen months ago when Mr. Keith Harwood, head of Macy's buying organization in Britain, did a survey to find out how many (if any) new and interesting products Scotland might have to offer. He visited 143 firms and placed new business worth $250,000 with 16 of them for lines he had never thought of associating with Scotland. What was true of Scotland was found to be true also of the rest of the United Kingdom, and the idea of 'Best of Britain' had arrived.

Macy's are already heavy importers of British goods, but a display of the traditional, accepted lines would (in Mr. Blum's words) lay a big fat goose egg. The accent is therefore being placed on new designs, new styles, new products never before significantly distributed in the United States; items like handcrafted goods and household accessories, for which a specialist buyer will soon be visiting Britain. The surveys already undertaken have convinced the Macy people that there is more innovation among British manufacturers than ever before, and they are very keen to hear from any who feel they have something to offer.

During the coming months Macy's are planning to send to Britain a constant stream of sales promotion people, specialist buyers and merchandise stylists to take a fresh look at what British manufacturers have to offer, and to ferret out products they would like to buy. They will also be available to advise and guide any producer who wishes to ensure that his goods are designed, made and packaged in the right way for America. The sales promotion people will be looking for, among other things, exhibition material in its widest sense for the display area. Already British Travel Association, British Rail, BOAC and Cunard are said to be interested in this aspect of the promotion. They will also be seeking ideas for a special Scottish feature, and investigating the possibility of putting life into the show by inviting craftsmen such as hand-loom weavers and potters to follow their trades in public in the Herald Square store. Culture will also have a part, and indeed Mr. Blum is hoping to achieve an exhibition which will be representative of Britain as a nation – its history, traditions and art, but with the emphasis falling on the new and the forward-looking.

In the words of the Macy booklet on 'Best of Britain', it is hoped that 'with the approval and help of HM Government, we will stage for the United States an event of such freshness and such magnitude that it will add a dimension in the interest of the American public about Britain, its products, its attraction, its creativity.' The Board of Trade has already been asked for and promised co-operation and support.

It is difficult to conceive of this promotion failing to achieve its objectives. Normal traffic at Herald Square means 150,000 people a day, and during a special feature at a time when business levels are usually moving towards their pre-Christmas peak, 300,000 buyers and a daily turnover of $1 million is not uncommon. Of greater and more lasting significance is the door which this could open to many British companies who wish to get to grips with the American consumer market, and if it is as successful as Macy's hope and believe, 'Best of Britain' may be no more than the starter for a long run of increasing popularity of British merchandise.

British industrial exhibition for Sao Paulo

BNEC – LATIN AMERICA has recently started on the preparation work for an all-British industrial exhibition in Sao Paulo, Brazil, early in 1969. This follows the successful exhibition in Mexico last October.

The first reaction of industry has been most encouraging, report BNEC, and already, nearly two years before the event, some 30,000 square feet of space have been spoken for; it is hoped to achieve double this amount between now and the end of next year. Over 40 companies have already indicated a firm intention of participating and 40 others are in the probable category.

Among takers are manufacturers of machine tools, baking machinery, radio, radar, volumetric laboratory glassware, precision chains, cranes, accessories for the motor industry, and power tools.

The United Feed Mill Engineers' stand at VICTAM, the Food Milling Machinery Exhibition at Utrecht, seen from the top of the Duodec Development & Construction Co. Ltd. silo. This was erected on site and served as an office with a specially constructed mezzanine floor for use as a conference area. Both visitors and exhibitors were much impressed by the overall standards of VICTAM, and the discussions that took place there. UFEME reported that it was particularly encouraging to note the interest taken by most Western European countries in expensive and sophisticated machinery. A report on VICTAM appears on page 1638.

DRUPA 'an outstanding success', say British exhibitors

A report from the British Consulate General, Düsseldorf

'AN OUTSTANDING SUCCESS', and 'an opportunity not to be missed,' were the comments made by many British exhibitors at the end of the 5th International Printing and Paper Exhibition (DRUPA) which was held in Düsseldorf from May 26 to June 8. This event was the largest and most comprehensive display ever mounted under the auspices of the sponsors, the German Printing and Allied Trade Associations.

It was officially opened on May 26 by the Federal Minister for Economic Affairs, Professor Schiller, in the presence of the Oberbürgermeister of Düsseldorf, Herr Becker, and other important personalities. As in 1962, the exhibition was organized by the Düsseldorf Messegesellschaft m.b.H. (NOWEA) in conjunction with the trade associations. During the 14 days over half a million visitors, of whom 45 per cent were estimated to have come from 58 foreign countries, attended. A total of 944 firms exhibited, of whom 426 (46 per cent) were from 18 foreign countries. The exhibition filled not only the eight permanent exhibition halls but two large temporary halls which had been erected over a mile away from the permanent site, to accommodate those firms who were in many cases newcomers. The gross area covered was 106,000 square metres.

Great Britain had the strongest foreign representation, with 74 British firms participating, 35 of whom exhibited under the auspices of the British Printing Machinery Association (BPMA) with Board of Trade assistance; the Association had its own information office. After the United Kingdom, the second largest foreign exhibitor was Switzerland (69), Italy (60), France (56), United States (53), Holland (31), Sweden (16), Belgium (14), Austria (12), Japan (12), Denmark (11), Norway (5), Finland (4), Australia (4), Eire (1) USSR (1), Canada (1) and Spain (1).

These figures indicate the international importance of the fair, which brought together from all over the world professionals in the industries which make machinery and equipment, produce, service, or buy printed matter. It also attracted a considerable number of the interested general public, who even came from neighbouring countries in bus loads. At this show printed techniques were illustrated by practical demonstrations of implements and machines.

On June 2, Sir Frank Roberts, the British Ambassador to Germany, visited the fair and was shown round by the chairman of the British Printing Machinery Association, Mr. A. Rayner, and called on some of the British exhibitors. He was entertained to luncheon by the Lord Mayor of Düsseldorf, Oberbürgermeister Becker, who had also invited leading members of the German and British Printing Machinery Association. In the evening the British Consul-General gave a reception to which the Ambassador came and to which a representative of each of the British firms exhibiting had been invited as well as members of the German and British printing and paper industries, publishing houses and the press.

The British industries were represented with the latest machinery, equipment, materials and services available to the many crafts practised and processes employed in the printing and allied trades. They were allotted sites throughout all the halls and aroused not only interest among inquirers from Germany but from all parts of the world including the Commonwealth countries. Surveying the export potential, the British exporters were all of them greatly encouraged by their participation at this event. Many firms concluded firm orders on the stands which they did not expect and quite a number of the machines were held back for immediate delivery to the customers after the exhibition. The total amount of business actually transacted on the spot is estimated to have been in the region of £1½ million. It is difficult to express the value of this exhibition in terms of firm orders concluded, but it is reckoned that business for Britain in the region of well over £15 million may result from contacts made during DRUPA. It is also noteworthy that inquiries from German buyers were unexpectedly numerous, considering the present reluctance of German industry to invest in capital equipment. Forecasting is always full of pitfalls but there is no doubt that the British exhibitors made a very good impression and future prospects appear good.

British exhibitors at DRUPA called the printing and paper exhibition 'an opportunity not to be missed.' With the largest foreign representation there, United Kingdom manufacturers transacted about £1½ million worth of business on the spot. Picture shows, left to right: HE Sir Frank Roberts, British Ambassador to Germany, Mr. A. Rayner, chairman of the British Printing Machinery Association, and Mr. D. Corkett looking at equipment on the stand of a British exhibitor.

UK in first microwave exposition, New York

A report from the British Consulate-General, New York

THIS WAS the first exhibition in the United States devoted solely to the microwave industry, and took place from June 6 to 8. There were 92 exhibitors occupying a portion of the fourth floor of the Coliseum and although final attendance figures are not available, they are likely to exceed 3,000. There was a concurrent symposium consisting of 18 technical papers and seminars on recent developments in the industry.

The show was sponsored by Microwaves Expositions Inc., in conjunction with the Hayden Publishing Corporation (publishers of *Microwaves and Electronic Design*), and some 10 000 complementary tickets were mailed in advance to microwave engineers, designers and systems engineers throughout the United States. The domestic industry, at least those companies situated on the Eastern Seaboard, was well represented.

A British stand, sponsored jointly by the Board of Trade and the Electronic Engineering Association and visited by Lord Brown, Minister of State, Board of Trade, contained seven exhibitors and occupied a very favourable position across one end of the exhibit area. The seven participating firms were Flann Microwave Instruments, Nore Microwave, MEL Equipment, the Specialised Components Division of Marconi, The English Electric Valve Company, Elliott Electronic Tubes, and G. & E. Bradley. It will obviously not be possible for several months to estimate, to any tangible degree, the success of the British stand. The exhibitors uniformly agreed, however, that the joint venture scheme had provided a valuable incentive to participation and that each, in many cases for different reasons, had benefited from the show in ways additional to the hard inquiries they received. In some instances it was a matter of cementing relationships with existing agents, in others launching and briefing new agents and, where firms were approaching the market for the first time, in assessing the current state of the domestic industry, evaluating prospects for their own equipment and contacting potential agents. The show was limited to the trade and the great majority of inquiries received were, therefore, of a specific nature. It also provided a unique opportunity of assessing competitors' products, and a gratifying number of British components and instruments proved to be well in advance, technologically and in price, of anything offered by United States manufacturers.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

VICTAM 67: good opportunities for milling equipment industry

A report from the Commercial Department of the British Embassy, The Hague

THE BI-ANNUAL International Food Milling Machinery Exhibition –'VICTAM 1967' – was held in the Bernhard Hall of the Exhibition Building at Utrecht from May 23 to 27.

VICTAM was founded in 1964 and a national exhibition was held that year to promote technical and scientific knowledge among Dutch and other European industrial millers. The event was repeated the following year with equal success and it was then decided to make VICTAM a regular bi-annual event. The next one is planned for 1969.

Every European country with the exception of four Communist countries was represented, either by direct participation or through local agents, on 88 exhibits covering about 8,000 square metres. The Board of Trade organized a joint venture in collaboration with the British Agricultural Export Council.

The British firms participating included a consortium of leading firms in the milling engineering industry of Great Britain. They displayed hammer mills, mixers, bin dischargers as well as conveyors, cubing and pelleting machinery, weighing apparatus and a prefabricated silo.

On the outdoor site a British manufacturer showed large bulk handling vehicles to good advantage, whilst yet another showed his range of machinery on an individual stand. British-made weigh scales were shown by the local distributor, among other machinery and devices.

The British exhibitors were pleased with the results of the exhibition and some had already made inquiries into taking space for the next venture to be held in 1969. Good contacts were made among potential customers, and friendships were renewed with existing ones. Other firms took the opportunity to appoint local agents or distributors and others even made a number of sales from the stand. The exhibitors were also impressed by the number and seriousness of the various inquiries they received and the amount of interest of the visitors, many of whom were buyers from other countries, most of them from West Germany.

The milling industry is growing to meet the demands for more foodstuffs for human consumption or for stock feeding, and despite strong competition from EEC countries and their tariff advantages, British equipment still claims a good share of the market. VICTAM provides an excellent opportunity for British exporters to show that their products are as good as any produced in other parts of Europe.

CoID design awards for British Week display

MODERN BRITISH DESIGN achievements will play a prominent part in the forthcoming British Week in Brussels. Many of the 1967 Council of Industrial Design thirteen award winners will be on display at the CoID exhibition to be held in the Galeries Ravenstein during the period of the week, thanks to the hospitality of the Belgian Design Centre. British Week will be opened by HRH Princess Margaret, accompanied by the Earl of Snowdon, himself associated with the CoID for several years and a forceful advocate of good design.

Budapest Industrial Fair

A report from the British Embassy, Budapest

THE 1967 Budapest Industrial Fair was held in the picturesque city park in Budapest from May 19 to 29, and for the fourth consecutive year the Board of Trade sponsored a British Pavilion. This was one of 23 collective national exhibits.

The opening ceremony, which was attended by Miss Jennie Lee, Minister for Art and Culture, was unfortunately somewhat spoilt by heavy rain, but most of the guests gallantly walked round the fair ground and pavilions on foot after the opening. A few days later the Hungarian Prime Minister, Mr. Jenö Fock, toured the fair and visited the British Pavilion. He was most interested in our exhibits, and particularly in Boosey and Hawkes electric organs and the electron microscope displayed by Cambridge Instruments Limited.

The British Pavilion was advantageously placed near two of the entrances to the fair. The Central Office of Information erected a colourful facade, part of which depicted British industrial achievements against a red, white and blue background. The prestige photograph displays inside the Pavilion were popular too, and blended well with the surrounding stands. The British Pavilion was one of the most popular at the fair and it is estimated that some 400,000 people passed through during the 10 days of the fair. Spot counts showed the flow to vary between 60 and 120 visitors per minute.

Twenty-six British firms exhibited a wide variety of products, ranging from the medical appliances of Zimmer and Eschmann Bros., to fork lifts, trucks and earth moving equipment by Lancer Boss and Clark Equipment. All firms made a variety of useful contacts and many did good business during the fair.

The British Ambassador, Sir Alexander Morley, and the British exhibitors gave a reception in the Pavilion on the evening of May 20 which was attended by some 400 Hungarians and foreign diplomats.

The consensus of opinion among the exhibitors was that the venture had proved worthwhile, and many will come to Budapest again next year.

William S. Reuben (left), president of the Jordan Marsh department store, Miami, receiving a commemorative plaque from Francis Pelly, HM Consul (Commercial) Miami, following successful British Festivals held by the store from February 20 to March 4, in Miami, Miami Dadeland, Fort Lauderdale and Orlando. The British Festivals were the largest and most lavish ever held in Florida and well over half a million dollars worth of new British merchandise was purchased for the promotion.

The British Pavilion, sponsored by the Board of Trade, was one of the most popular at the Budapest Industrial Fair, and it is estimated that about 400,000 people passed through during the period of the Fair. Picture shows Mr. Jenö Fock (front row, third from left), Hungarian Prime Minister, touring the British Pavilion. Left to right: Dr. A. Vitéz, director of the Fair, and Mr. G. Droppa, director of Hungarian Fairs Authority.

Overseas Trade and Exports

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(119/67) Construction of Water Purifying Plant for Ministerio de Obras y Servicios Publicos. July 20. E.S.B. 24804/67.

AUSTRALIA

Electricity Trust of South Australia:
(118/67) Transformers. July 20. E.S.B. 24294/67.
(118/67) Transformers. July 20. E.S.B. 24428/67.
(118/67) Tender Unit for Portland Harbour Trust Commissioners. July 10. E.S.B. 24403/67.*
(119/67) Exchange Sub-station Maintenance Tools for Postmaster General's Department. August 1. E.S.B. 24478/67.*
(117/67) Railway Bogies for Queensland Railways. July 18. E.S.B. 24277/67.
Southern Electricity Authority of Queensland:
(117/67) Switchyard. October 18. E.S.B. 24278/67.
(119/67) Ash and Dust Handling Plant. August 25. Tender documents now available. E.S.B. 24429/67.
(118/67) Motor Cycles for State Stores. July 7. E.S.B. 24435/67.

BRAZIL

(113/67) Insulators for Companhia Auxilar de Empresas Electricas. (Further Information.) Tender documents now available. E.S.B. 44361/66.*
(117/67) Construction of Aluminium Refinery and Smelter for Companhia Mineira De Aluminio. (Pre-qualification.) E.S.B. 24057/67.*

BURMA

Director of Procurements:
(115/67) Pumps. July 10. E.S.B. 23760/67.*
(115/67) Screws. July 8. E.S.B. 23761/67.*
(115/67) Insecticides Formulation Plant for Industrial Development Corporation. September 28. E.S.B. 23758/67.*
Myanma Export Import Corporation:
(119/67) Ball Pen Refills. July 5. E.S.B. 24450/67.*
(119/67) Transparent Plastic Sheet. July 5. E.S.B. 24451/67.*
(119/67) Pencils. July 5. E.S.B. 24452/67.*

CEYLON

(113/67) Fishery Machinery and Plant for Ceylon Fisheries Corporation. (Further Information.) E.S.B. 23122/67.*
(113/67) Brake Fluid for Ceylon Transport Board. July 26. E.S.B. 23723/67.*
(117/67) Anchors and Mooring Chains for Colombo Port Commission. July 12. E.S.B. 24286/67.*
(117/67) Generator for Excise Department. (Further Information.) Tender documents now available. E.S.B. 23724/67.*
(113/67) Tyres and Tubes for Ministry of Finance. July 25. E.S.B. 23853/67.*
(113/67) Generator for Ministry of Home Affairs. August 31. E.S.B. 23724/67.
(113/67) Water Bowsers for Public Works Department. (Further Information.) Tender documents now available. E.S.B. 23090/67.*
(119/67) Sulphur for Rubber Research Institute of Ceylon. July 10. E.S.B. 24475/67.

CONGO, DEMOCRATIC REPUBLIC OF

Department des Approvisionnements:
(116/67) Goods Wagons. July 31. E.S.B. 23778/67.*
(116/67) Covered Wagons. July 31. E.S.B. 23779/67.*
(116/67) Cranes. July 31. E.S.B. 23775/67.*
(116/67) Rail-car Coaches. July 31. E.S.B. 23777/67.*
(116/67) Floating Cranes. July 31. E.S.B. 23776/67.*
Office d'Exploitation des Transports:
(115/67) July 31. E.S.B. 23771/67.*
(115/67) Diesel Locomotives. July 31. E.S.B. 23772/67.*
(115/67) Thermal Power Station for Parastatal Forces du Bas Congo Brussels. (Advance Information.) E.S.B. 22538/67.

COSTA RICA

(118/67) Grain Sorting and Testing Equipment for El Consejo Nacional de Produccion. July 5. E.S.B. 24426/67.*
La Proveeduria Nacional:
(118/67) Safes. July 6. E.S.B. 24434/67.*
(118/67) Toys. July 6. E.S.B. 24433/67.*
(119/67) Hydrometers and Accessories for Servicio Nacional de Acueductos y Alcantarillados. July 5. E.S.B. 24284/67.*

ETHIOPIA

(113/67) Educational Equipment and Supplies for Ministry of Education and Fine Arts. July 14. E.S.B. 23745/67.*

FORMOSA

Central Trust of China:
(118/67) Insulator Cleaner. July 18. E.S.B. 24268/67.*
(118/67) Railway Track Motor Cycles and Spares. July 14. E.S.B. 24269/67.*
(118/67) Machine Tool. July 14. E.S.B. 24270/67.*
(118/67) Semi-Trailer and Truck-Tractor. July 14. E.S.B. 24271/67.*
(118/67) Freight Car Construction Parts. July 18. E.S.B. 24423/67.*
(118/67) Fork Lift, Machine Tools; Foundry Equipment. July 10. E.S.B. 24421/67.*
(118/67) Worm Gear Drive. July 18. E.S.B. 24261/67.*
(118/67) Disc Refiner. July 13. E.S.B. 24262/67.*
(118/67) Lightning Arresters. July 8. E.S.B. 24264/67.*
(118/67) PD Meter. July 14. E.S.B. 24272/67.*
(118/67) Winch. July 11. E.S.B. 24420/67.*
(118/67) Phenol. July 17. E.S.B. 24274/67.*
(118/67) Steel Bars. July 14. E.S.B. 24275/67.*
(118/67) Watthour Test Set. July 17. E.S.B. 24276/67.*
(118/67) Miscellaneous Items. July 11. E.S.B. 24406/67.*
(118/67) Insulation Blankets. July 10. E.S.B. 24407/67.*
(118/67) Gas Flow Meter; Pressure Regulators. July 13. E.S.B. 24410/67.*
(118/67) Chemicals. July 15. E.S.B. 24273/67.*
(118/67) Printing Press. July 10. E.S.B. 24408/67.*
(118/67) Differential Pressure Transmitters. July 14. E.S.B. 24409/67.*
(118/67) Valves. July 11. E.S.B. 24411/67.*
(118/67) Graphite. July 10. E.S.B. 24414/67.*
(118/67) Boring Machine. July 12. E.S.B. 24415/67.*
(118/67) Steel Sheet Piling. July 12. E.S.B. 24259/67.*
(118/67) Pethine Hydrochloride. July 13. E.S.B. 24260/67.*
(118/67) Pipeline Tools. July 13. E.S.B. 24263/67.*
(118/67) Hydrazine Hydrate. July 17. E.S.B. 24265/67.*
(118/67) Air Foam Apparatus. July 14. E.S.B. 24266/67.*
(118/67) Steel Tunnel Supports. July 15. E.S.B. 24267/67.*
(119/67) Measuring Apparatus. July 10. E.S.B. 24412/67.*

GREECE

(116/67) Tractors for Direction General of Procurements. (Further Information.) Part re-issue July 14. E.S.B. 7238/67*.
Ministry of Commerce:
(115/67) Radio Equipment. July 5. E.S.B. 23795/67.*
(116/67) Ultrasonic Energy Cleaning System. (Further Information.) Re-issued July 7. E.S.B. 8000/66.*
(116/67) Desalination Plant for Phoenix Community of the Island of Syros. (Further Information.) Closing date postponed to July 16. E.S.B. 15552/57.*

GERMANY, FEDERAL REPUBLIC OF

(119/67) Truck for Allied Tactical Air Force. July 7. Tender documents now available. E.S.B. 24432/67.*

INDIA

(115/67) Expansion Shells for Beas Purchase Organization. (Further Information.) E.S.B. 23104/67.*
Bombay Port Trusts Stores Department:
(115/67) Optical Instruments. (Further Information.) Tender documents now available. E.S.B. 23082/67.*
(115/67) Dental Equipment. (Further Information.) Tender documents now available. E.S.B. 23083/67.*
(115/67) Lightning Arresters for Madras State Electricity Board. July 10. E.S.B. 23797/67.*
(117/67) Zinc for Mechanical Stores Division, Dapuri. July 14. E.S.B. 24282/67.
(113/67) HT Protective Equipment for Mysore State Electricity Board. July 14. E.S.B. 23712/67.
(119/67) Contractors Plant for Neyveli Lignite Corporation. (Further Information.) Tender documents now available. E.S.B. 21897/67.*
(119/67) Axle Load Wheel Sets for Railway Stores. (Further Information.) Tender documents now available. E.S.B. 23685/67.*
Supplies and Disposals:
(119/67) Guillotine Shearing Machine. July 12. E.S.B. 24439/67.*
(119/67) Crane. August 10. E.S.B. 24440/67.*
(113/67) Lifting Beams for UP State Electricity Board. July 24. E.S.B. 23743/67.

IRAN

(119/67) Paper for Iranian Tobacco Monopoly. August 29. E.S.B. 24431/67.*

IRAQ

(113/67) Water Pipe Fittings for Iraqi Ports Administration. July 6. E.S.B. 23739/67.
(113/67) Gas Containers for Ministry of Oil. July 29. E.S.B. 23736/67.

IRISH REPUBLIC

(116/67) Fire Fighting Appliance for Galway County Council. July 24. E.S.B. 24223/67.

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10*s.*

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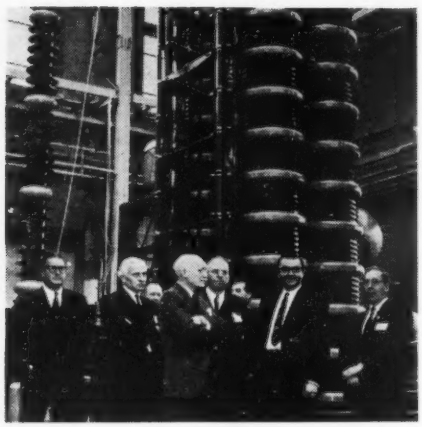

Members of the Canadian Prairie Provinces Power Mission touring the Wythenshawe transformer factory of Associated Electrical Industries Ltd. with AEI executives. The party, seen in the high voltage test area, are, left to right: Mr. F. R. Mason, vice-chairman, AEI International; Mr. J. Dale, president, Canadian Utilities; Mr. D. M. Stephens, chairman, Manitoba Hydro; Mr. M. J. MacLeod, Calgary Power; Mr. D. R. Clegg, manager, Power Transformers, AEI and Mr. W. D. Kirland, City of Edmonton Power System.

(119/67) Woodworking Machines for Limerick Vacational Education Committee. Closing date not known. E.S.B. 24442/67.

KENYA

(116/67) Steel Sleepers for East African Railways and Harbours. July 15. E.S.B. 24224/67.

KUWAIT

Ministry of Electricity and Water:
(116/67) Drilling Equipment. July 16. E.S.B. 23794/67.*
(116/67) Pipe Joints and Caps. July 16. E.S.B. 24214/67.*

MALAYSIA

(113/67) Pay System and Equipment for Ministry of Defence. (Further Information.) Closing date postponed to July 13. E.S.B. 20592/67.*
(115/67) Pharmaceuticals and Hospital Equipment for Pharmacie Centrale d'Approvisionnement de la Sante Publique. (Further Information.) July 31. E.S.B. 23626/67.*
(113/67) Radio System for Telecommunications Department. August 3. E.S.B. 23730/67.*

MALTA

Directorate of Contracts:
(113/67) Steel Framed Building. July 12. E.S.B. 23719/67.*
(113/67) Plugs and Sockets. July 12. E.S.B. 23720/67.*
(113/67) Detergent. July 12. E.S.B. 23721/67.*
(113/67) Adhesive Paste. July 12. E.S.B. 23722/67.*
(118/67) Stage Curtaining. July 19. E.S.B. 24300/67.*
(118/67) Miscellaneous Equipment. July 12. E.S.B. 24299/67.*
(118/67) Detergent. July 12. E.S.B. 24292/67.*
(118/67) Protein Concentrates. July 12. E.S.B. 24298/67.*
(118/67) Hospital Equipment. July 19. E.S.B. 24401/67.*
(118/67) Paper. July 19. E.S.B. 24402/67.*

MOZAMBIQUE

(113/67) Agricultural Machinery and Equipment for Cereals Institute. (Further Information.) Closing date postponed to July 11. E.S.B. 22494/67.
(118/67) Water Supply Scheme for Public Works Department. July 7. E.S.B. 24437/67.

NEW ZEALAND

General Post Office:
(117/67) SSB Receiver. July 19. E.S.B. 24283/67.*
(118/67) Insulation and Continuity Testers. July 18. E.S.B. 24424/67.*
(118/67) Microwave Relay Equipment for Tenders Committee, Broadcasting Corporation. September 1. E.S.B. 24425/67.*
(118/67) Lifts for Town Clerk's Office. July 12. E.S.B. 24430/67.*

NIGERIA

(113/67) Construction of Schools for Northern Nigeria Works Registration Board. (Pre-qualification.) E.S.B. 23733/67.

NORWAY

(117/67) Hospital Project for Hospital Committee, Fylkessykehuset, Aalesund. (Advance Information.) E.S.B. 24169/67.

PAKISTAN

(113/67) Demonstration Vehicles for Directorate of Supply. (Further Information.) July 26. E.S.B. 8034/67.*
(115/67) Pulp and Paper Mill for East Pakistan Forest Industries Development Corporation. July 17. E.S.B. 23754/67.*

SAUDI ARABIA

(115/67) Road Maintenance for Ministry of Communications. July 8. E.S.B. 23763/67.
(115/67) Scientific Equipment and Chemicals for University of Riyadh. November 1. E.S.B. 23765/67.

SINGAPORE

(119/67) Telecommunications Equipment for Singapore Polytechnic. July 17. E.S.B. 24250/67.*

SOUTH AFRICA

Cape Provincial Tender Board:
(115/67) Survey Instruments. July 7. E.S.B. 23631/67.*
(117/67) Printed Cards. July 7. E.S.B. 24255/67.*
(118/67) Animal Feed. July 7. E.S.B. 24295/67.*
State Tender Board:
(116/67) Cable. July 12. E.S.B. 24233/67.*
(117/67) Pneumatic Rammers. July 6. E.S.B. 24231/67.*
(117/67) Tin Bars. July 5. E.S.B. 24237/67.*
(117/67) Air Flow Meters. July 7. E.S.B. 24230/67.*
(117/67) Invecters. July 7. E.S.B. 24242/67.*

SYRIAN ARAB REPUBLIC

(115/67) Pumping Sets for Municipal and Rural Affairs. July 25. E.S.B. 23759/67.*

THAILAND

Metropolitan Electricity Authority:
(116/67) Transformers. July 18. E.S.B. 24204/67.*
(116/67) Transformers. August 1. E.S.B. 24205/67.*
(119/67) Conductor for Provincial Electricity Authority. July 7. E.S.B. 24488/67.
(119/67) Bearings and Tractors for Royal Irrigation Department. July 5. E.S.B. 24490/67.
State Railway of Thailand:
(115/67) Formed Turning Tools. July 26. E.S.B. 23799/67.
(115/67) Cotton Packing. July 26. E.S.B. 23800/67.
(115/67) Steel Rails and Accessories. August 8. E.S.B. 24201/67.
(116/67) Railcar and Trailers. July 18. E.S.B. 24211/67.*
(116/67) Railcar. July 18. E.S.B. 24212/67.*
(116/67) Steam Cleaner. July 7. E.S.B. 24203/67.*
(119/67) Metalliferous Ores. July 17. E.S.B. 24481/67.
(119/67) Points and Crossings. August 15. E.S.B. 24489/67.
(119/67) Couplers. August 28. E.S.B. 24497/67.
(116/67) Radio-Telephone Accessories for Telephone Organization. July 7. E.S.B. 24207/67.

TURKEY

(115/67) Fire Extinguishers for Naval Forces Command. July 6. E.S.B. 23697/67.*

UNITED ARAB REPUBLIC (EGYPT)

(113/67) Hopper Wagons for Safaga Phosphate Co. July 15. E.S.B. 23744/67.*

VENEZUELA

(115/67) Transformers for CADAFE. July 14. E.S.B. 23680/67.
(115/67) Sewage Plant and Equipment for Instituto Nacional de Obras Sanitarias. July 7. E.S.B. 10739/67.

YUGOSLAVIA

(116/67) Computer for Federal Institute of Statistics, Belgrade. July 22. E.S.B. 23039/67.

ZAMBIA

(118/67) Hypodermic Needles and Syringes for Central Supply and Tender Board. July 14. E.S.B. 24404/67.*
(113/67) Erection of Library Building for University of Zambia. August 4. E.S.B. 23728/67.

Mr. Harold Pickering (right), joint managing director of Calor Gas Ltd., welcoming Mr. N. Grosov, vice-minister of the USSR Gas Industry, to the Calor Gas group's research and development division at Addlestone, Surrey. Mr. Grosov was visiting Britain with a party of nearly 300 Russian engineers and technicians en route for the 10th International Gas Congress in Hamburg.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Afghanistan
(117/67) Inquiry for cloth; footwear; men's clothing. E.S.B. 22610/67.

Algeria
(113/67) Inquiry for clothing. E.S.B. 22123/67.
(115/67) Inquiry for sports goods. E.S.B. 23855/67.

Australia
(115/67) Agency inquiry for ceramics; glassware. E.S.B. 20874/67.
(117/67) Agency inquiry for tweeds. E.S.B. 21034/67.
(119/67) Agency inquiry for fans. E.S.B. 21794/67.
(113/67) Manufacture under licence – collating equipment; binding machinery; folding machinery. E.S.B. 23524/67.
(119/67) Manufacture under licence – packaging machines and systems; packaging products. E.S.B. 24092/67.

Austria
(115/67) Agency inquiry for camping requisites; domestic appliances; hardware; heaters; kitchen furniture; screws and nails; tools; toys. E.S.B. 17668/67.
(117/67) Agency inquiry for fuelling vehicles equipment; meters; pumps. E.S.B. 19118/67.
(118/67) Agency inquiry for motor car accessories. E.S.B. 15646/67.
(119/67) Agency inquiry for swimming pool equipment and supplies. E.S.B. 19117/67.

Bahamas
(118/67) Inquiry for children's clothing. E.S.B. 24366/67.

Belgium
(119/67) Agency inquiry for chinaware; crystalware. E.S.B. 23962/67.

Bolivia
(116/67) Inquiry for core-making machinery; refrigerating units. E.S.B. 23826/67.
(117/67) Inquiry for clothing; floor coverings; furnishing supplies; haberdashery; jewellery; lamps; machine tools; sanitaryware. E.S.B. 23935/67.
(117/67) Inquiry for clothing; piece goods. E.S.B. 23032/66.
(118/67) Inquiry for household novelties. E.S.B. 23942/67.

British Honduras
(119/67) Inquiry in respect of cold storage equipment and materials; motor vehicles; nylon nets; steel cables and chains – further information. E.S.B. 16420/67.

Canada
(116/67) Agency inquiry for cosmetics. E.S.B. 20085/67.
(117/67) Agency inquiry for animal feeding and cleaning equipment; farm pumps; pig harness; scales. E.S.B. 23413/67.
(115/67) Inquiry for electric cable making equipment. E.S.B. 22836/67.
(115/67) Display facilities at Winnipeg. E.S.B. 23831/67.
(116/67) Inquiry for diesel engines; pumps; valves. E.S.B. 23530/67.
(116/67) Inquiry for display frames; notice boards; plastic letters; sign kits. E.S.B. 22713/67.
(116/67) Manufacture under licence – pumps. E.S.B. 24036/67.
(118/67) Inquiry for transformers. E.S.B. 24107/67.

Ceylon
(116/67) Inquiry for milk processing equipment. E.S.B. 22729/67.

†For further details on the 'Export Service Bulletin' see page 1639.

Denmark
(119/67) Agency inquiry for adhesives; bathroom sets; brushes; do-it-yourself kits; paints; wallpaper. E.S.B. 13312/67.

Finland
(117/67) Agency inquiry for steel sheets. E.S.B. 23588/67.

Formosa
(117/67) Tenders – successful bidders. E.S.B. 19699/67.

France
(115/67) Agency inquiry for textile fibres. E.S.B. 23525/67.
(116/67) Agency inquiry for pipework installation supplies. E.S.B. 23520/67.
(116/67) Inquiry for static convertors. E.S.B. 23509/67.
(118/67) Manufacture under licence – incinerators. E.S.B. 24185/67.

France/Hungary
(117/67) Trade Agreement. C.R.E. 8084/2G.

Germany, Federal Republic of
(119/67) Agency inquiry for electrical relays. E.S.B. 24241/67.
(119/67) Agency inquiry for plug connections. E.S.B. 24104/67.
(115/67) Inquiry for steel sheets. E.S.B. 23432/67.
(117/67) Inquiry for copper profiles. E.S.B. 24091/67.

Ghana
(116/67) Inquiry for cassava processing plant. E.S.B. 22150/67.

Guyana
(119/67) Agency inquiry for consumer goods; druggists sundries; foodstuffs; hardware; jewellery; stationery; toys. E.S.B. 17659/67.

Iran
(117/67) Inquiry for solvent manufacturing plant. E.S.B. 23994/67.

Israel
(113/67) Agency inquiry for hoses. E.S.B. 17984/67.
(118/67) Agency inquiry for face tissues; PVC wastes; surgical dressings. E.S.B. 14917/67.

Italy
(115/67) Agency inquiry for confectionery. E.S.B. 23253/67.
(117/67) Agency inquiry for office furniture; office machinery. E.S.B 23415/67.
(117/67) Agency inquiry for rubber. E.S.B. 22872/67.
(119/67) Agency inquiry for surgical instruments. E.S.B. 24347/67.

Jamaica
(117/67) Agency inquiry for curtainings; elastic braids; handkerchiefs; household linen; plastic tablecloths; suitings. E.S.B. 21578/67.
(119/67) Inquiry for fans. E.S.B. 24529/67.

Kenya
(116/67) Inquiry for cotton piece-goods. E.S.B. 24009/67.

Luxembourg
(118/67) Inquiry for sporting guns and ammunition; hunting accessories. E.S.B. 24035/67.

Malta
(115/67) Agency inquiry for rings and gasket materials; sealing rings. E.S.B. 3436/67.
(117/67) Agency inquiry for brass screws; insecticides; linen piece-goods; marine paints; vehicle spare parts; weaving looms. E.S.B. 12017/66.
(117/67) Agency inquiry for cables; PVC ducts. E.S.B. 23854/67.
(118/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 23904/67.
(115/67) Inquiry for agricultural chemicals; foodstuffs; paints; sanitaryware. E.S.B. 19561/67.
(116/67) Inquiry for electrical drills; electrical fittings. E.S.B. 19208/67.

Mexico
(115/67) Inquiry for electro magnet monorail; guillotines. E.S.B. 23499/67.

Netherlands
(116/67) Agency inquiry for air treatment equipment; refrigeration equipment. E.S.B. 23440/67.
(115/67) Inquiry for hospital equipment; laboratory equipment; medical equipment. E.S.B. 23311/67.

New Zealand
(113/67) Agency inquiry for textile fabrics. E.S.B. 23344/67.

Nigeria
(118/67) Agency inquiry for canvas hose; couplings. E.S.B. 23406/67.

Norway
(119/67) Inquiry for curtain fittings; PVC flooring. E.S.B. 19183/67.

Pakistan
(117/67) Agency inquiry for pesticides; typewriters. E.S.B. 19616/67.

Portugal
(119/67 Agency inquiry for filmstrips. E.S.B. 23953/67.

Qatar and Trucial States
(118/67) Agency inquiry for carpets; domestic furniture; light fittings; sanitaryware; washing machines. E.S.B. 18353/67.

Rumania
(117/67) Inquiry in respect of glass making machinery. E.S.B. 23484/67.

Rumania/Australia
(117/67) Trade Agreement. C.R.E. 20039/G.

Saudi Arabia
(115/67) Inquiry in respect of building construction; civil engineering work. E.S.B. 20322/67.
(115/67) Inquiry for chemicals; scientific apparatus. E.S.B. 21078/67.

South Africa
(118/67) Agency inquiry for wool fabrics. E.S.B. 45430/66.
(117/67) Manufacture under licence – building materials. E.S.B. 15857/64.

Spain
(115/67) Inquiry for pumps E.S.B. 23833/67.
(116/67) Inquiry for block making machinery. E.S.B. 22320/67.
(116/67) Inquiry for fishing industry lines; industrial chemicals; plastic raw material. E.S.B. 20617/67.
(115/67) Inquiry in respect of plant hire. E.S.B. 23383/67.

Sweden
(116/67) Agency inquiry for electric motors; helmets; measuring instruments and parts; safety devices; transformers. E.S.B. 23312/67.
(115/67) Hotel accommodation. C.R.E. 9180/G.

Switzerland
(115/67) Agency inquiry for engines; motors. E.S.B. 23334/67.
(116/67) Agency inquiry for bactericide. E.S.B. 23342/67
(117/67) Agency inquiry for car polish. E.S.B. 23259/67.
(116/67) Inquiry for agricultural equipment. E.S.B. 21173/67.
(116/67) Inquiry for rivets. E.S.B. 23901/67.
(117/67) Inquiry for copper; steel products; zinc. E.S.B. 23805/67.

United States of America
(119/67) Agency inquiry for cable; steel products; wire. E.S.B. 24576/67.
(116/67) Inquiry for footwear; hose; housecoats; rainwear; shirts; slacks; underwear. E.S.B. 23911/67.
(116/67) Manufacture under licence in Britain – solid golf ball. E.S.B. 22882/67.
(118/67) Inquiry for builders materials. E.S.B. 21084/67.
(118/67) Inquiry for industrial and agricultural chemicals. E.S.B. 20439/67.
(118/67) Inquiry for suiting fabrics. E.S.B. 18087/67.
(119/67) Inquiry for hand and power tools. E.S.B. 20031/67.
(119/67) Inquiry for welding fittings. E.S.B. 24090/67.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 25977).

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in May 19 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 1615 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Export manager's tour of the Far East

MR. K. P. ANNAS, general export manager of Brook Motors Ltd., Huddersfield, has recently returned from an extensive tour of the Far East, Australia and New Zealand. Included in the itinerary were visits to Manila, Hong Kong, Singapore and Bangkok and all the main cities of Australia and New Zealand. In both these countries it is confidently anticipated that introduction of the new Brook metric range of motors will prove highly successful since Brook Motors have been strongly established in Australia since before the last war, being represented in the Eastern States by Messrs. Warburton Franki Limited, and in Western Australia by Messrs. Carlyle and Co. Both these companies have a Brook sales manager and a team of specialized Brook salesmen.

GKN sales drive at Poznan

MR. A. S. TROTTER, assistant director-commercial of GKN International, the Guest, Keen Group's new export marketing organization, led a strong GKN sales team at the Poznan International Trade Fair, which opened on June 11.

The GKN stand featured displays by Guest, Keen Williams Ltd., the group's Indian company (steel products) and Aug. Stenman A.-B. (GKN's Swedish lock and builders' hardware company) whilst from the United Kingdom the products of 10 companies were on view.

These included GKN Somerset Wire Ltd. (prestressing wire and strand, spring wire, etc.), Birwelco Ltd. (air coolers, furnaces), Hardy Spicer Ltd. (transmission components and tractor power take-off equipment), Peco Machinery Ltd. (plastics moulding machinery), Bound Brook Ltd. (powder metallurgy products), and Laycock Engineering Ltd. (garage equipment, fluid control valves and transmission couplings).

Director's trip boosts sales

As the result of a visit to Northern Italy for an on-the-spot assessment of business prospects made by Mr. E. Turner, a director of Western Incubators Ltd., the East Hanningfield, Chelmsford, manufacturers of incubators and poultry rearing equipment, considerable business expansion is reported. Quotations have been submitted for poultry rearing units exceeding a total value of £86,000.

Shipbuilding export director's visit to Norway

MR. L. STOPFORD HOLT, the British shipbuilding exports director responsible for the Scandinavian area, is making a further visit to Norway to continue market research activities on behalf of the British Shipbuilding Industry.

Mr. Holt is spending about 2½ weeks in Norway, where he will see shipowners and brokers in the west coast towns of Bergen, Stavanger and Haugesund.

Norway is an important overseas customer for British-built tonnage, and Mr. Holt has made a number of visits there to investigate needs for new ships, his last being in February, when he spent two weeks in Oslo.

Export success in Japan

MR. W. ANSORGE, 27-year-old managing director of Intereurope Export Publication Limited returned recently from a six weeks' exploration of trading prospects in the Far East and the United States.

The main purpose of his journey was the participation of his company on the British Stand at the Tokyo International Trade Fair. This stand was a Joint Venture organized by the London Chamber of Commerce and the Board of Trade. It was the first time that a company of Intereurope's nature had exhibited at a Trade Fair in Japan – Intereurope is a leading producer of technical translations in the mechanical and electrical engineering fields, offering a full production service for complete export publications. Not only were firm enquiries received from over 140 of the most reputable Japanese industrial companies for translations of sales and service literature into European languages, printing and distribution in Europe, but a number of orders were also delivered to the stand which is rather unusual in this type of business.

The excellent prospects of continuous trade with large Japanese manufacturers was further improved by the successful negotiation of a representative agreement with a Japanese firm of technical translators. This now gives Intereurope a firm operating base in Tokyo. Staff have already been appointed, enquiries are being followed up and the first orders are now coming in.

American export tour

MR. GRAHAM ROBERTS, Export Sales Manager of the Quinton Hazell group, has left to boost still further the already large sales of the Group's motor replacement parts in the United States.

During his four week tour he will visit amongst other places New York, Chicago, San Francisco and Los Angeles, seeing new and existing customers.

Quinton Hazell already export more than 50 per cent of their production to 140 different countries. They manufacture replacement parts for more makes of British, American and Continental cars, trucks and tractors than any other firm in the World.

African tour

MR. DONALD H. SHUTE, engineering director of P. & V. (Mining & Engineering) Ltd., a member of the Padley & Venables Division of the Derbyshire Stone Group, has left for a tour of Zambia and South Africa.

Mr. Shute will make his first call at Padley & Venables (Central Africa) Ltd. in Ndola, Zambia, and, during his stay, will be visiting several of the large mines in the area.

Following this, Mr. Shute will visit Padley & Venables (Africa) (Pty.) Ltd. in Luipaarsvlei in the Transvaal.

Mr. Shute will return to the United Kingdom at the end of June.

Scandinavian trip

MR. ARTHUR BRYAN, managing director of Josiah Wedgwood and Sons Ltd., of Barlaston, Stoke-on-Trent, is making a business trip to the Scandinavian countries of EFTA.

He flew to Norway and visited the Company's Wedgwood Room at the Oslo store of Christiania Glasmagasin, before continuing to Copenhagen to have talks with the Wedgwood agent for Scandinavia, Mr. Finn Hornsleth.

Before his departure Mr. Bryan said: 'Wedgwood's trade with the Scandinavian countries of EFTA continues to increase satisfactorily but we are confidently looking forward to developing our exports further in this direction.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 1615 of this issue.)

Two members of an economic mission from Venezeula, Dr. Alejandro Osorio, Minister of Agriculture, and Dr. Alvarez Yepez, a senator and president of the development organization for the Barquisimento area of Venezuela, visited the Ford tractor plant at Basildon in Essex as members of a party of eight, making a 10-day visit to the United Kingdom as guests of HM Government. The mission is following a general programme, visiting Government departments, banks and various industries. As leader of the mission and Minister of Agriculture, Dr. Osorio is particularly interested in British farm machinery and was very impressed by the modern production and test equipment at the Basildon plant, which can produce over 300 tractors and up to 600 three- and four-cylinder diesel engines a day. In 1966, Ford's Overseas Tractor Operations shipped 302 tractors from Basildon to the Ford plant at Caracas in Venezuela and also maintained an extensive 'on territory' sales and service training scheme among the company's nine dealerships. This year, Ford Tractors expect to increase their share of the tractor market in Venezuela in support of the country's government policy to increase agricultural mechanization. The picture shows the Venezuelan Minister of Agriculture (left) with Dr. Yepez at the Ford tractor plant, Basildon.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Soviet order for steel analysis instruments

The largest single order (valued at £174,000) for Hilger & Watts' Polyvac has been placed by the Soviet Union, for quality control in its steel industry. Eight instruments have been ordered, and all are to be delivered before the end of the year. Two similar instruments have been ordered for the Hungarian steel industry.

In the Polyvac, a vacuum spectrometer, a sample of steel is sparked in a vacuum, and the light emitted is separated into the wavelengths characteristic of each element present in the sample. The individual radiation lines are focused on a photomuliplier, and the resulting signal is automatically converted into typewritten information. From the insertion of the sample to presentation of the typed information the process takes only 1½-3 minutes.

An Italian alloy steel manufacturer, Monteforno, of Bodio, has also ordered a Polyvac, while in Britain, Richard Thomas & Baldwins have ordered their third instrument, for installation at the Redbourne Works, Scunthorpe.

£25,000 meter order from Ghana

Landis & Gyr Limited of North Acton have received an order worth £25,000 from the Ghana Supply Commission for single phase and polyphase meters indenting on behalf of the recently formed Electricity Corporation of Ghana. This was the first order to be placed on their behalf.

The meters are to be used in the extension of distribution networks around Accra to utilise power resources from Ghana's large hydro-electric scheme at the Asagombo Dam on the river Volta. This was the first meter order of its type to form part of this development.

£¾ million order for India

Crompton Parkinson Limited announce that their associate company Crompton Engineering Co. (Madras) Ltd., has received an order worth £¾ million from the South-Eastern Division of Indian Railways. This contract covers the supply, erection and commissioning of the complete 25 kV overhead lines with associated EHT switching stations and booster transformers from Bilaspur to Durg on the double-line section of the Howrah/Nagpur main line. The total distance covered is 230 track miles.

An earlier order for this project, worth £100,000, covers the supply of 12.5 MVA power transformers which are being made in the Crompton Indian factory at Bombay. Work is expected to start almost immediately and is scheduled for completion by the end of 1969.

Rotary kiln for New Zealand

Ashmore, Benson, Pease & Company Limited, Stockton-on-Tees (a member of the Davy-Ashmore Group), have won a £200,000 order for a large rotary kiln, cooler and ancillary equipment.

The order has been placed by Lurgi (U.K.) Limited on behalf of New Zealand Steel Limited. The consultants for the project are W. S. Atkins & Partners and McLellan & Partners of the United Kingdom.

Fruit pre-cooling store for South Africa

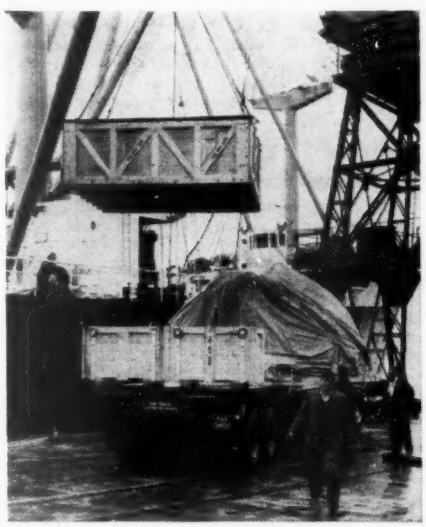
Messrs. J. & E. Hall Limited of Dartford are supplying the refrigeration plant for their associated group company – Hall-Thermotank Africa Limited who have obtained a large order valued at approximately £750,000 for the supply and erection of refrigeration services in a new fruit pre-cooling store being erected in Cape Town.

The plant is to be used for the pre-cooling of citrus and deciduous fruit prior to shipment overseas. The pre-cooling store will consist of 38 tunnels arranged on two floors each of which will contain 138 cubic tons giving a total capacity of approximately 5,250 tons.

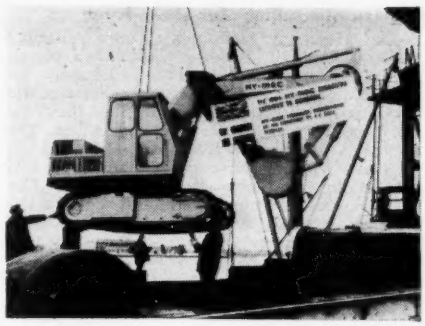
Shiploading plant for Spain

A contract worth £320,000 for the installation of a shiploading plant at Almeria, in the South of Spain, has been awarded by the Compania Andaluza de Minas S.A. to the Drag Scraper & Conveyor Co. Ltd. (a member of the Glover Group and of the Mechanical Handling Engineers' Association), of Sevenoaks, Kent, who were in competition with leading mechanical handling firms from Germany, France, United States and Britain.

The new plant will replace an existing installation and will be designed to load iron ore at the rate of 2,200 tons per hour on to vessels of up to 45,000 tons, with the capability of loading vessels of 65,000 tons at a later date. The complete system consists of equipment to unload the ore from railway wagons, transport and discharge it into a 170,000-ton capacity covered storage area, reclaim and transport to the docks, finally discharging into ships by means of a travelling transporter. Dimensions of the storage building will be 900 ft. long by 115 ft. wide.



The vacuum vessel of a 90-ton 'Spectrograph' being loaded aboard the Cunard freighter 'Parthia' before sailing from Southampton for New York. The 'Spectrograph' which was constructed by the Aldermaston Establishment of the United Kingdom Atomic Energy Authority, is destined for Yale University. Shipping arrangements were handled by the London and New York offices of Lep Transport.



An order for 14 HY-MAC excavators of various types placed by Boeg-Thomsen has brought the number of HY-MAC's imported into Denmark to over 100 in just over four years. Despite intense competition from numerous continental manufacturers HY-MAC has achieved a high degree of success in Scandinavia with 48.5 per cent of all export sales going into that area. The 100th machine imported into Denmark represents nearly 33⅓ per cent of trade to date with Scandinavia. The HY-MAC exports team are however, also very active in other parts of Europe and orders received this year have come from Czechoslovakia, Bulgaria and Rumania. The picture shows the 100th HY-MAC excavator for Denmark being loaded into the 'Falkenstein' at Dagenham Docks.

Plant for Spanish wallpaper works

Wallpaper printing and coating machinery, plus ancillary plant, worth over £20,000 has been supplied by Timperley Engineering (WPM) Ltd. for the first phase of a new wallpaper factory near Valencia, Spain.

Collaboration between Timperley Engineering and the Spanish company, Uniwall S.A., began at the factory planning stage. The equipment supplied includes a 12-colour surface printing machine, a single ink embossing line, an air knife coater, a tunnel dryer and two winding up machines.

Thermionic recording equipment for Japan

A Series IV airport communications recording system has recently been supplied by Thermionic Products (Electronics) Ltd. of Hythe, Southampton, to the Tokyo Air Traffic Control Centre, Japan. The equipment logs air/ground communications therefore providing a record which can be retained for as long as required. Thermionic first supplied airport communications equipment to Japan in 1963 and has received a considerable amount of business since, therefore, indicating the satisfaction of the Civil Air Board with the equipment provided.

Daimler luxury coach for Poland

A new luxury coach has been shipped (via the port of Gdynia) for special long-distance operation in Poland. The vehicle is similar in concept to the Plaxton-bodied Daimler which was voted 'Coach of the Year' at the recent National and British coach rallies, and was ordered from Daimler Transport Vehicles Ltd. by Poland's government-controlled vehicle importation organization – Motoimport.

One of a number of Daimlers (for export to various countries) now receiving their coachwork at Plaxtons (Scarborough) Ltd.'s works, this magnificent coach has the first Plaxton 'Panorama I' body ever to be fitted to a left-hand-drive type of chassis.

Metacoustic ceilings for Hong Kong

The Merchant Trading Co. Ltd., Adrienne Avenue, Southall, Middlesex, recently received an order from Kuen Heng Company of Wanchai, Hong Kong, to supply Metacoustic PVC strip directional ceiling for the new Victoria Bowling Centre in Hong Kong. The architects are Spence Robinson. 12,000 sq. ft. of white Metacoustic ceiling is involved and the ceiling is now being installed. The Metacoustic directional ceiling is constructed from 4 in. wide PVC strip perforated with .062 in. dia. holes giving 22.5 per cent perforated area. It has a noise reduction coefficient of 0.925.

Chromoworks export success

Chromoworks Ltd., the Nottingham litho printers, are turning to good use a large export order for four colour catalogues. In contrast to recent trends, Chromoworks have supplied catalogues to seven European countries and are using the German edition to spearhead a sales promotion scheme to major print buyers in England. The theme of the promotion is: 'Quality print on a budget is nearer home than you thought'.

Electronic rail weighbridge for East Africa

Ekco Electronics Ltd. have secured a contract to supply an electronic weighbridge to East African Railways. It is believed that this will be one of the largest weighbridges of its type in the world.

Over 50 ft. in length, the weighbridge will be comprised of 18 independent and separate weigh sections arranged in pairs to give the individual weights on both wheels of an axle. Each weigh section is mounted on two strain gauge load cells. The locomotive wheel loads will be displayed on 18 independent meters housed in a large desk-type console. This console also contains all the necessary power supplies, together with the fully transistorized amplifying equipment. The electronic equipment is composed of plug-in panels mounted on swing-out sub-chassis and each weigh section circuit has built-in test facilities.

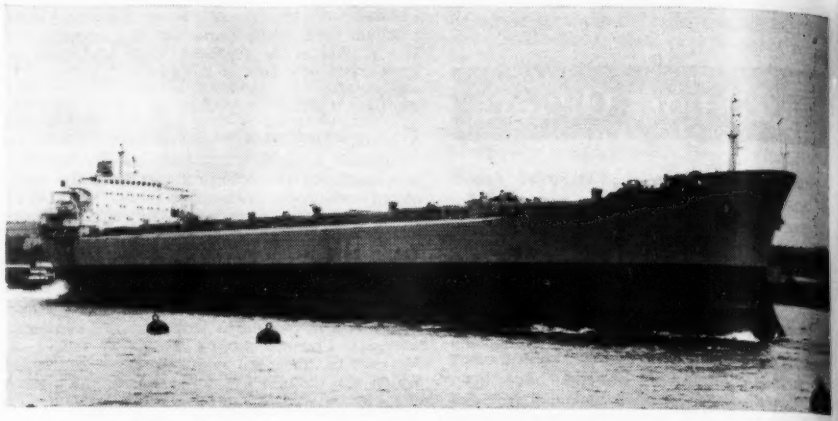
Formica for new Schiphol Airport

The gigantic new Schiphol Airport has over ¼ million sq. ft. of Polar White Formica material. So much was used that Holland's entire stock was exhausted. Formica Limited's Tyneside factory came to the rescue and several thousand sheets were specially manufactured to meet the requirements of the contractor. By an integrated arrangement involving the Company's Marketing Unit in Holland, and the Quick Service Dispatch at Tynemouth, the remaining material was delivered within four weeks and the risk of work being held up on site was averted.

British equipment for US railway electrification

The Hackbridge and Hewittic Electric Co. Ltd., has been successful in receiving an order worth nearly $3 million from the Massachusetts Bay Transportation Authority covering 36,000 kW of substation equipment for the extension of their rapid transit electric railway system from Boston to Weymouth – a distance of some 15 miles.

The contract is a composite one covering the supply of transformers, silicon rectifiers, AC and DC switchgear, supervisory control equipment, batteries and chargers, for eight substations positioned at intervals along the line. The general arrangement of the rectifier equipment will be similar to that for traction equipment already installed in Great Britain.



The North Sands shipyard of Joseph L. Thompson has handed over to her Norwegian owners a 46,000-ton deadweight bulk carrier almost three weeks ahead of schedule. The new ship, one of the largest of her type built in Sunderland, was launched without being named at he end of December, but she has now been christened 'Fernspring'. The 'Fernspring', which had a stipulated delivery date of May 31, has already completed trials, and she sailed on her maiden voyage on May 13. The new ship is the second to be delivered this year from the North Sands yard to Fearnley & Eger – a similar vessel, the 'Fernriver', having been completed in January. Both vessels are fitted with Doxford 76J6 engines, developing 13,500 b.h.p. at 115 r.p.m., which can be controlled directly from the bridge. Accommodation for a complement of 47 and 7 supernumeraries is arranged aft. With a length overall of 708 ft. 6 in., breadth extreme of 96 ft. 2 in., and depth moulded of 56 ft. 4 in., the 'Fernspring' has eight cargo holds, and a bulbous ram bow is fitted to give improved performance when the ship is in ballast.

Record month for Guy PSV exports

During April, Guy Motors Ltd., of Wolverhampton, exported over £120,000 worth of passenger vehicles – a record for the company since it became a member of Jaguar Group some six years ago. This represents nearly a quarter of all Guy vehicles delivered in that month.

These exports were made up of five different types of Guys – the Arab Mk. V, the Conquest, the Victory UF, the Victory Trambus, and the Warrior Trambus. Destinations for the vehicles were Belgium, Greece, Hong Kong, Pakistan, Portugal, South Africa, and Spain.

Chinese order for Parkinson Cowan

Parkinson Cowan International Limited have obtained an order for two Wild Barfield Vacuum Heat-Treatment Furnaces from the China National Instruments Import and Export Corporation of Peking.

The furnaces are vertical access models VIP 1224 and VIP 1624 designed for vacuum annealing nickel-iron alloys, one furnace having a useful hot zone 12 in. (304 mm.) dia. x 24 in. (609 mm.) deep and the other 16 in. (406 mm.) dia. x 24 in. (609 mm.) deep. The maximum operating temperature is 1200°C. (2192°F.) and the power ratings are 48 kW. and 60 kW. respectively.

High vacuum pumping systems are incorporated to allow processing under vacuum in the range 10^5 to 10^4 torr. The stepless proportioning programme control systems enable the furnaces to be operated with the minimum operator supervision.

Aberdare cables for Australia

An order for £23,000 has been placed with Aberdare Cables Limited of Aberdare, Glamorgan, on behalf of Sydney County Council, Australia, for 40,000 yards of low-voltage paper insulated cable.

Excavators for South Africa

Sales of Ruston-Bucyrus 30-RB excavators to South Africa exceeded £100,000 in April when seven machines were ordered by the company's distributor, Hubert Davies & Co. Ltd., Johannesburg. These machines will be used on a variety of construction contracts throughout the Union.

A further 30-RB valued at approximately £15,000 was sold during a recent Far East sales tour made by Mr. A. M. Hetherington, Export Sales Manager, who visited Thailand, Malaysia, Singapore, Indonesia and Hong Kong. Ruston-Bucyrus distributors in these countries negotiated orders totalling £70,000 during Mr. Hetherington's tour.

Fremantle container wharf

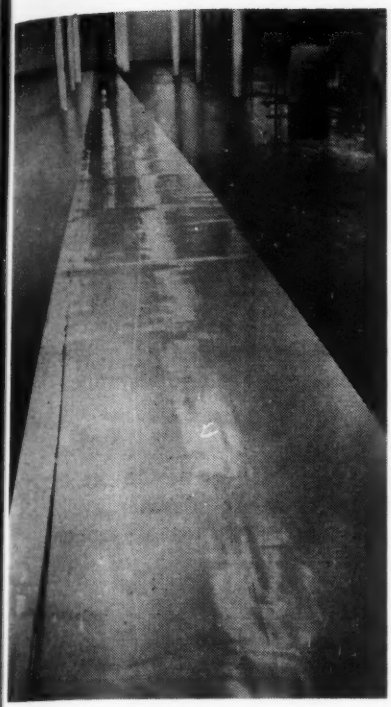
Taylor Woodrow International Ltd., has received a A$1,138,577 (S£455,308) contract for the construction of a new container berth for the Fremantle Port Authority, Fremantle, Western Australia. The contract was secured in competition with 10 other international tenderers.

The container-handling berth will be 800 ft. long and will have a minimum depth of 36 ft. of water alongside. It will consist of a steel pile structure supporting a heavy prestressed concrete deck designed by Taylor Woodrow.

The deck will carry 25-ton containers stacked three high and the berth will be equipped with a 45-ton capacity gantry crane and other facilities for the rapid handling of refrigerated and general cargo containers. Work is due for completion in June 1968.

Mexican order

Transmission equipment to extend a Mexican oil company's telecommunications network has been ordered from GEC (Telecommunications) Ltd., of Coventry, England. Contracts have been awarded by Petroleos Mexicanos for multiplex equipment and 12-speech circuit VHF radio systems for telephone links in Veracruz State, southern Mexico.



The longest PTFE (polytetrafluoroethylene) coated glass cloth belt ever manufactured in the United Kingdom, measuring 130 ft. x 2 ft. 4 ins. The belt, made by Tygadure Limited of Littleborough – a member of the Fothergill & Harvey Group specializing in PTFE – is being exported to Germany for development work in a new plastic laminating process. PTFE is chemically inert, non-toxic, and able to withstand temperatures from minus 200°C up to 250°C without deterioration. Its frictional co-efficients are the lowest of any known solid material, comparable to wet ice on wet ice.

Bond Street mini dresses for Austria

'Swinging London' knitted mini dresses, manufactured by the Bond Street Fabrics group, are going on sale in Austria. This is the result of an exclusive deal between the Bond Street subsidiary, Hill Jones and Co. Ltd. of Hinckley, Leics., and the Gazelle Group, a major Austrian chainstore.

Initially, 15,000 washable knitted 'Swinging London' mini dresses are being exported for sale in more than 100 Gazelle stores throughout Austria. This entry into the Austrian market by the Bond Street group follows a succesful test marketing of the company's acrylic fibre knitwear in selected Gazelle stores.

Simon-Vicars receive United States order

Simon-Vicars Ltd., Earlestown, Lancashire, have received an order to supply wafer making equipment to the McKee Baking Company, Tennessee, United States. The order consists of two gas-heated, 30 plate wafer ovens and two wafer sheet removal devices.

The wafer ovens will have complete American-manufactured Flynn systems, including electric ignition to the burners with thermostatic control and flame failure device. The baking time will be variable from 1½ to 4½ minutes according to the type of wafer to be baked.

STD introduced to East Africa

Subscriber trunk dialling (STD) equipment supplied by a British company will play a major role in the expansion and modernization of East Africa's telephone system.

Introduction of STD in East Africa in two years' time will mean that for the first time many subscribers will be able to dial their long distance calls direct. Kenya, Tanzania and Uganda will be the first countries to benefit from the new system.

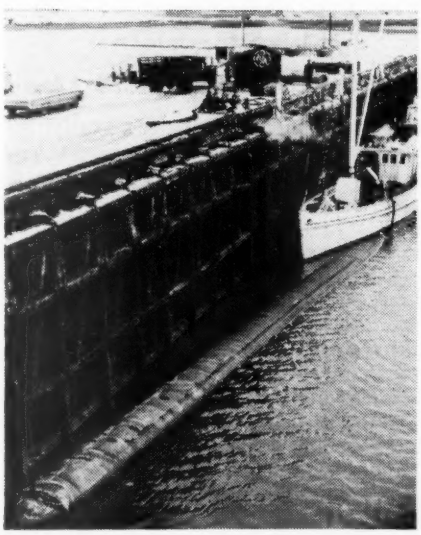
The STD and associated voice frequency (2 VF) trunk signalling equipment is being supplied under a contract awarded to the Plessey Telecommunications Group by the East African Posts and Telecommunications Administration. While the new system employs up-to-date techniques, it has been designed to ensure maximum use is made of existing operator trunk dialling equipment which was originally supplied by the Automatic Telephone and Electric Co. Ltd., of Liverpool, now part of the Plessey Company.

Initial STD installations will be at Nairobi, Dar-es-Salaam and Kampala and it is expected that these will be brought into operation during 1969.

South African order

Imperial Machine Company, the Croxley Green makers of industrial catering and waste disposal equipment, have won an export order from South Africa for a number of their biggest machines.

Green and Benham Limited, the catering equipment suppliers of Johannesburg are to take Imperial Machine's largest Wastrel food waste disposer, the 1503 model powered by a 5 h.p. motor, and four of the 3 h.p. 1203 disposers. In addition, two of the company's biggest Mora silver burnishers which are capable of burnishing up to 1,000 pieces of cutlery and a number of trays and pans up to 28 inches in diameter at a time, are to be sent to South Africa.



One of the more recent Dunlop dracones to go into operation is being used by the British American Oil Company Limited conveying petroleum products from their marine terminal at St. John in New Brunswick, Canada, across to Grand Manan Island in the Bay of Fundy. The 'D' type dracone barge has a capacity of 11,300 imperial gallons and is towed by a small tug or fishing boat; it is 100 feet in length by five feet in diameter.

Record production of approximately 300 hermetically sealed stator and rotor units per day for use in refrigerator equipment is now being achieved by Brook Motors Limited, Huddersfield. In the next few months it is hoped to increase this figure to 350 per day. At least 50 per cent of the output is exported to many parts of the world, including Spain, Italy, Australia and West Germany. The units are made to a rigid specification resulting in a very high-quality product which is fast becoming an important feature in the company's future.

Brighton firm wins exports worth £234,000

Export orders for standard machine tools worth £234,000 have been received within the past six months by Kearney & Trecker-CVA Limited, the £5 million Brighton-based company.

The contracts involve 57 machines ranging from single spindle automatics to milling machines, lathes and 50-ton presses. Nearly 50 per cent of the machines ordered will be used in the production of motor cars.

The orders are well scattered, going to no less than 12 countries throughout the world. These are the Argentine, Australia, Austria, Canada, France, Holland, Italy, Japan, Spain, South Africa, the United States and Bulgaria.

The largest contract received during the period was for 31 machines worth nearly £100,000 from Canada, but exports to the three Common Market countries – France, Holland and Italy – reached an encouraging £57,000 despite tariff restrictions.

These orders are additional to the substantial export business now being obtained by the company for special machinery and numerically controlled machining centres. In fact, figures for the first half of the current financial year indicate that export sales during 1967 will be well in excess of those received the previous year, despite a down-turn of orders on the home market due to the squeeze.

The GOODS CONTROL OFFICE OF BUCHAREST

carries out on request quality and quantity control of export, import and transit goods, supervises loading, stowing, etc.

At customers' request, the Goods Control Office of Bucharest handles chemicals, oil products, foodstuffs, machinery and equipment, agricultural products and meat, wooden products and furniture:

- ★ quality control, piece by piece or by sampling;
- ★ quantity control, sizes and specifications, total or by sampling;
- ★ perishable goods control;
- ★ sampling;
- ★ selecting, taring, equalizing of goods; loading; stacking and stowing into freight cars, on board ship and in storehouses;
- ★ laboratory analyses;
- ★ control of transport facilities;
- ★ special service: tallying, gauging and sanitary control of ships at shipowners' request in the ports of Constantza (Black Sea), Galatz and Braila (Danube).

With its agencies and fixed control points located in important production centres, at frontier points and in ports, as well as through its up-to-date laboratories, the Goods Control Office of Bucharest is in a position to carry out competent, objective control within the time required.

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THE GOODS CONTROL OFFICE

22, N. Balcescu Blvd., Bucharest—Romania

International Telephone: 86. Telex: 011355. Cables: OCEME—Bucharest

For further information apply to the Romanian Commercial Office, 26 Cadogan Square, London, S.W.1.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Liberalization of imports

THE FRENCH *Journal Officiel* of May 12 published amendments to their notices of April 30 and May 4, consequently modifying the *Board of Trade Journal* notice of May 12, page 1250. This should now read:

Tariff heading	
60.03	Stockings, under stockings, socks, ankle socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized.

Visas from the appropriate Service Technique are now only necessary for goods originating in or imported from Hong Kong.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Import sanitary regulations for live animals

THE FRENCH *Journal Officiel* of June 9 announced that imports of live horses designed for slaughter (tariff heading No. 01-01 A II), also live animals of the bovine species destined for slaughter which are imported under EEC regime (tariff heading No. 01-01 A II a), must fulfil the following sanitary regulation to be able to benefit from the reduced rate of duty.

The transit form signed by the importer at customs clearance must give the undertaking that the animals will be slaughtered within 10 days. If this regulation is not observed, imported animals will be treated, for duty purposes, as animals not destined for slaughter.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5737, Ext. 479-480).

FEDERAL REPUBLIC OF GERMANY

Imports of processed agricultural goods

BY AN ORDER dated May 24, 1966 (*Bundesgesetzblatt* Part II 1967 No. 24, page 1700) the Federal German Government has implemented with effect from June 1, 1967, Regulation No. 160/66/CEE of the European Economic Community (*Board of Trade Journal*, June 16, page 1577), relating to trade in goods derived from the processing of agricultural products.

A note on the new German regulations is available from Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449).

SPAIN

Customs tariff

IN THE *State Gazette* of June 5, the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
29.04 A 4	Alcohols with from 6 to 11 carbon atoms (hexanol, heptanol and octanol, etc.):		
	From July 1, 1967	35%	32%
	July 1, 1968	28%	28%
	July 1, 1969	28%	24%
29.08 E	Diethylene glycol and triethylene glycol:		
	From July 1, 1967	40%	34%
	July 1, 1968	32%	29%
	July 1, 1969	28%	24%
29.09 A	Ethylene oxide and its halogenated, sulphonated, nitrated and nitrosated derivatives:		
	From July 1, 1967	31%	29%
	July 1, 1968	26%	26%
	July 1, 1969	26%	22%
29.14 B 1	Acetic anhydride and acetic acid:		
	From July 1, 1967	30%	30%
	July 1, 1968	30%	28%
	July 1, 1969	30%	26%
3	Vinyl and ethyl acetates	45%	32·5%
4	Other acetic acid salts and esters:		
	From July 1, 1967	30%	30%
	April 1, 1968	30%	28%
	January 1, 1969	30%	26%
37.01 B	Photographic plates and film in the flat, sensitized, unexposed, of metal	25%	15%
73.02 D	Ferro-tungsten	12%	12%
	From June 9, 1968	12%	9%
73.13 B 5	Steel sheet at low temperature toughened for the manufacture of containers for liquid gases, with classification certificate*	25%	1%
	From June 8, 1969	20%	1%
73.15 B 2 d 1	Low temperature toughened naval steel angles, shapes and sections for the manufacture of containers for liquid gases, with classification certificate*	25%	1%
2	Other angles, shapes and sections	25%	12%
73.15 B 2 f 1	Alloyed steel sheets low temperature toughened for the manufacture of containers for liquid gases with classification certificate*	30%	1%
2	Other sheets	30%	20%
91.10	Clock cases and cases of a similar type for other goods of this chapter and parts thereof	40%	37%
91.11 B	Other clock and watch parts	45%	37% (specified minimum of 1 peseta per net gram)

*For the purposes of tariff headings 73-13 and 73-15 low temperature toughened steel is that which affords minimum resistance of over 5 kilos per sq. cm., measured at a temperature of under 50 degrees Centigrade with longitude test piece form ISO-V according to the Charpy method. Imports under these headings must bear an official or Lloyd's certificate to show they conform to this condition.

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ITALY

Tariff changes for certain dairy products

THE ITALIAN DIRECTORATE of Customs in a circular dated March 31, 1967, have announced that as from April 1, 1967, in order to give effect to an EEC Regulation, the *ad valorem* duty on the following products has been replaced by the following specific duties:

		Specific duty for goods from	
		EEC countries Lire per kg.	Third countries Lire per kg.
ex 3502 A II	Egg white and milk albumin:		
	Dried (in the form of sheets, flakes, crystals, powder, etc.	29·40	242·60
	Other	3·60	29·80

For the above goods originating in third countries, maximum prices have been established from the same date as follows:

	Lire per kg.
Dried egg white and milk albumin:	
In the form of sheets, flakes, crystals, powder, etc.	1,436·25
Other	175·00

National Provincial Bank Ltd. recently signed a financial agreement providing for a loan of £2.06 million to the Russian Foreign Trade Bank Vneshtorgbank in connection with a contract for £2,580,248 for the supply of 90 grinding machines by Newall Group Sales Ltd. of Peterborough, to V/O Stankoimport of Moscow. Export Credits Guarantee Department are to issue a financial guarantee to cover the agreement. Repayments of the loan, which is at 5½ per cent per annum, is spread over nine years. The picture shows the signing of the Russian Financial Agreement at the National Provincial Bank headquarters. Left to right are: Mr. D. S. Player, of Newall Group Sales Ltd.; Mr. V. I. Ryzhkon, of Vneshtorgbank; and Mr. G. D. Burnett, of National Provincial Bank Ltd.

EAST AFRICA

Customs tariff amendment

TELEGRAPHIC INFORMATION has been received from Kenya, Tanzania and Uganda concerning certain changes which have been made to the customs tariff, with effect from June 15.

Comprehensive details have not yet been received, but it is hoped that this information will be available shortly.

Full details of these changes will be published as soon as possible, and in the meantime inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Global import quotas for 1967

THE TUNISIAN *Journal Officiel* of May 5-9-12, 1967 announced the opening of the following quotas for the import of goods from all countries in 1967:

Tariff No.	Description	Quota (in dinars or metric tons)
04.02	Preserved milk	5,000 t
04.03	Butter	1,000 t
04.04	Cheese	700 t
08.04 B	Raisins	80 t
03.03 B, 08.05 D, 08.12 B, 08.06 A, 08.06 B	Dried fruits	50,000 D
08.01 D	Apples and pears	P.M.
08.01 C	Bananas	P.M.
09.01 A	Common dates	P.M.
09.02 A, 09.02 B	Unroasted coffee	3,000 t
09.04 A	Tea	6,000 t
12.01 A, 20.06 B	Pepper	500 t
17.01 B	Groundnuts (roasted and unroasted)	50,000 D
13.01 A, 33.06 F, 13.02 B, 13.02 C, 13.02 E	Sugar	3,000,000 D
40.11 B, 40.11 C, 40.11 E	Henna	25,000 D
48.01 to 48.09	Gum (gum arabic, other gums, balsams)	25,000 D
53.11 B	Inner tubes and tyre flaps of all types and tyre cases for cycles	200,000 D
55.09	Paper and paper-board, in rolls or sheets	2,500,000 D
61.06	Woollen fabric (other than for blanketing)	400,000 D
62.02	Cotton fabrics	700,000 D
	Shawls, scarves, mufflers, mantillas, veils and the like	15,000 D
62.03	Bed linen, linen for table, toilet, office and kitchen; curtains and other furnishing articles except bed sheets	25,000 D
63.01	Sacks of jute and cotton	50,000 D
	Secondhand clothing	300,000 D

Tariff No.	Description	Quota (in dinars)
51.04, 56.07	Woven fabrics of synthetic or artificial fibres, continuous or discontinuous	1,200,000 D
	Footwear:	
(a)	Women's, leather	3,000 pairs
(b)	Men's, leather	2,000 pairs
(c)	Children's, leather	2,000 pairs
(d)	Rubber slip-on shoes	1,000 pairs
(e)	Rubber working boots for men	22,000 pairs
	Sports footwear:	
(a)	Leather	4,000 pairs
(b)	Dancing slippers	2,000 pairs
(c)	With vulcanized rubber soles	4,000 pairs

Note: P.M. = Pour memoire (quota may be allotted if necessary).

Except for preserved milk, butter, cheese, raisins, apples and pears, bananas, common dates, unroasted coffee, tea, pepper, sugar, paper and second-hand clothing, to which particular regulations apply, importers were to have made applications for their share of each quota within 21 days of publication.

The French text of this notice may be seen at, and all inquiries should be addressed to, Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757, Ext. 479-481).

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REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 436, published in the South African *Government Gazette* of June 16, contains applications to the Board of Trade and Industries for increase in duty on:

(1) White open woven bandages, gauze swabs, absorbent gauze, gauze dressings and similar articles, from 17½ per cent *ad valorem* to 45 per cent *ad valorem* (general) and 17½ per cent *ad valorem* (MFN), i.e. no change in United Kingdom duty position.

(2) Sheep and lamb leather (excluding chamois-dressed leather, parchment-dressed leather, patent leather and imitation patent leather and metallized leather) of a free on board price not exceeding 27 cents per square foot, from the existing duties to 6 cents per square foot less 10 per cent of the free on board price.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 1436/67, (2) CRE 1437/67.

TANZANIA

Customs tariff amendment

GOVERNMENT NOTICE No. 193 published in the United Republic of Tanzania *Gazette* of June 1 announces the Customs Tariff (Imposition of Suspended Duty) (Insulated wire and plain, bare, copper wire) Order, 1967, which was effective from June 1, 1967. Under this Order the suspended duty of 15 per cent *ad valorem* in respect of paragraphs (a) (i) of item 57 (relating to insulated electric wire, cable, bars, strip and the like, having conductors of plain, high conductivity copper or aluminium wires, insulated or sheathed with polyethelene or polyvinylchloride or both whether or not steel wire armoured, of which any individual core exceeds one-sixteenth of an inch in diameter and of which the overall greatest cross-sectional width does not exceed 1¼ in.) and the suspended duty of 15 per cent *ad valorem* in respect of paragraph (a) of item 75 (relating to plain, bare, drawn copper wire of single or multiple strands) in the First Schedule of the Tanzania Customs Tariff Act is hereby imposed.

Note:

The effect of this amendment is to bring the duty on items 57 (a) (i) and 75 (a) to 15 per cent *ad valorem*.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 491, Telex 25977), or from any of the Board of Trade Regional Offices.

NEW ZEALAND

Customs tariff inquiry

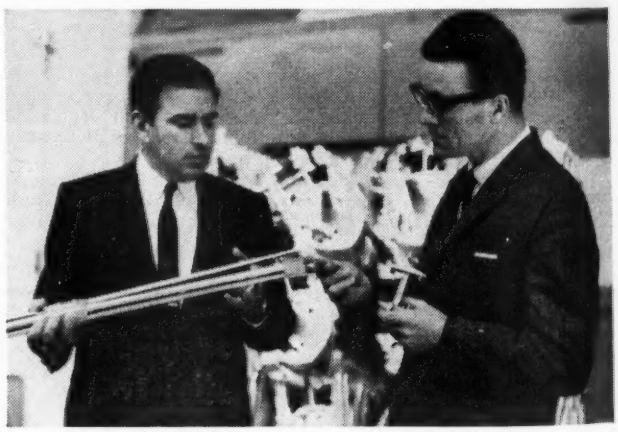
THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the possible addition of clips, tags and rings for the identification of animals, birds or fish to Schedule A of the New Zealand/Australia Free Trade Agreement. The items under consideration are as follows:

July 1967 Tariff Item No.	Present Tariff Item No.	Brief Description	British Preferential	Most-Favoured-Nation	General Tariff
Ex 39.07		Articles and materials, of artificial resins and plastic materials cellulose esters and ethers, of the kinds described in headings Nos. 39.01 to 39.06, viz.:			
39.07.61	893.201.8	Clips, tags, rings and other articles for the identification of animals, birds or fish.	Free	—	Free

The public inquiry will take place in Wellington on July 19, 1967. Typewritten statements of evidence (twelve copies) should be lodged with Mr. P. A. T. Abraham, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than July 12, 1967. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2320) quoting reference CRE 1362/67, and any British trade association or firm proposing to submit evidence is asked to advise this Department of their intention.



TAL Developments Limited of Garman Road, Tottenham, a member of the Winn Group of Companies, have received an order from the Canell Company of America involving over half-a-million castings. Arrangements have also been made with TAL to undertake the complete fabrication of some models of ski racks and package and ship them to Europe on behalf of the American company. TAL Developments have supplied castings for the last six years to Canell for the manufacture of ski racks. The picture shows (left) Mr. William Canell, chairman, The Canell Company of America, inspecting ski racks with Mr. Neville Brunt, managing director of TAL Developments Limited.

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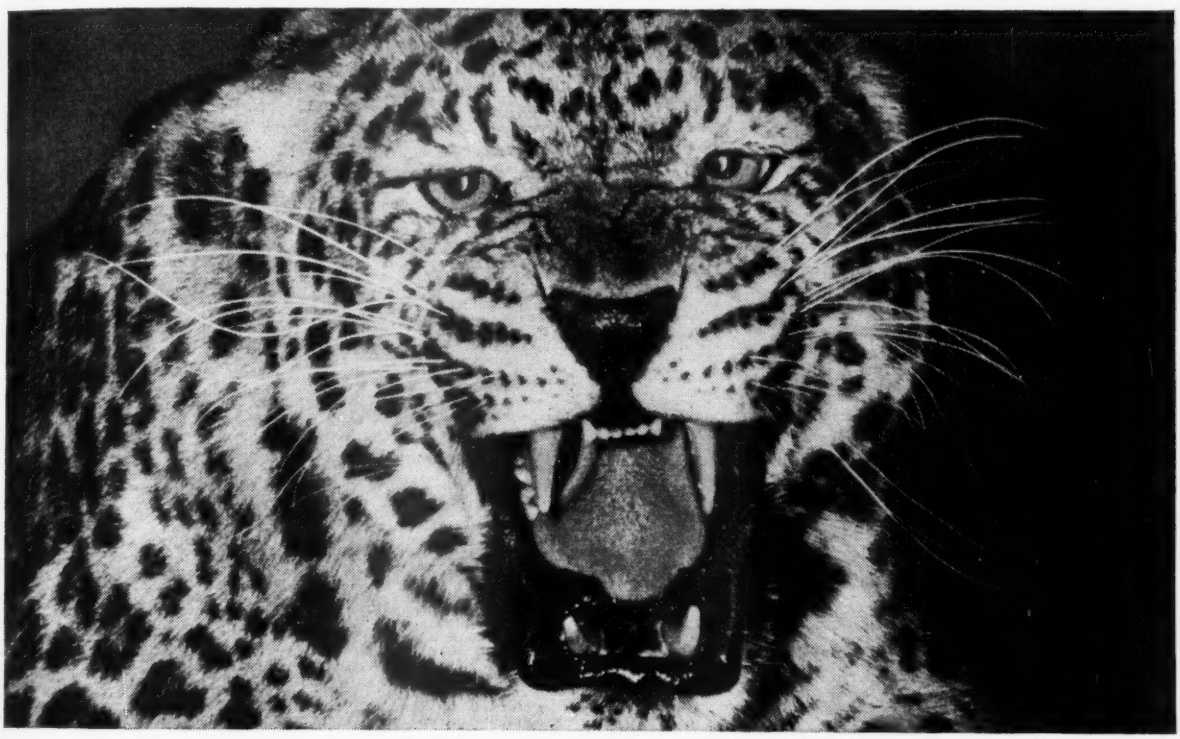

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AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New by-laws

The following goods will be admitted under by-law until further notice.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Diagnostic kits and reagents for screening tests for rheumatoid arthritis	Various	Free
Suxamethonium chloride	29.24	Free
Rattan cane, woven, in the piece, not cut to size or shape	46.02	Free
Garnett wire	73.40	Free
Titanium in the form of angles, shapes and sections, bars, billets, castings, expanded metal, plate and sheet, rods, strips, tubing in excess of one inch outside diameter and wire	81.04	Free
Aids, ultrasonic, hand-held, being ultrasonic transmitter/receivers with hearing device, of the type used by the blind as a 'seeing eye'	85.22	Free
Indicating, measuring, recording, regulating or controlling apparatus and parts therefor, for use otherwise than in steam raising or furnace applications, under security, as follows:		
(a) Actuators and parts therefor, to which sub-item 84.61.1 applies		
(b) Pneumatically operated control valves and parts therefor, to which paragraph 84.61.21 applies		
(c) Instruments and apparatus for measuring, checking or automatically controlling the flow, depth, pressure or other variables of liquids or gases or for automatically controlling temperature (including pressure gauges, thermostats, level gauges, flow meters, heat meters and oven-draught regulators) to which a tariff classification listed hereunder applies:		
paragraph 90.24.12		
paragraph 90.24.13		
paragraph 90.24.14		
paragraph 90.24.15		
paragraph 90.24.21		
paragraph 90.24.22		
paragraph 90.24.23		
paragraph 90.24.24		
sub-paragraph 90.28.251		
sub-paragraph 90.28.267		
(d) Parts of a kind:		
(i) used solely or principally with goods specified in sub-paragraph (c); and		
(ii) to which sub-item 90.29.9 applies	99.99.248	Free

Amended by-laws

The following by-laws have been amended to apply to the goods as shown.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Vehicle components and parts therefor that are for use as original components in the assembly or manufacture of vehicles (other than motor cars, station wagons or motor car or station wagon derivatives) to which sub-item 87.01.1, 87.02.1 or 87.03.9 or paragraph 87.14.11 applies. This by-law does not in addition apply to oil seals	Various	Free
Vehicle parts of a kind used in vehicles of a kind to which sub-item 87.01.1, 87.02.1 or 87.03.9 or paragraph 87.14.11 applies. This by-law does not in addition apply to oil seals	Various	Free
Medicinal tablets when the single therapeutic substance from which they are made is a pollen extract	30.03.1	$0·333 per 1,000 tablets, or if lower, 10%
Goods to which paragraph 75.02.12 or 75.02.22 applies, and that:		
(a) are good that contain more than 35% by weight of nickel; and		
(b) are not wire that:		
(i) is an alloy of nickel and chromium;		
(ii) is of circular cross-section; and		
(iii) has a cross-sectional diameter not less than 0·0056 inch and not greater than 0·04 inch	75.02	Free
Saw blades, as follows:		
For non-mechanical saws, but not including the following:		
carpenters' handsaw blades		
frame saw (tubular metal, 'bushman' pattern) blades		
hacksaw blades		
panel saw blades		
pruning saw blades		
ripsaw blades		
tenon saw blades	82.02	Free
Saws, non-mechanical, but not including the following:		
carpenters' handsaws		
frame saws, tubular metal, of 'bushman' pattern		
hacksaws		
panel saws		
pruning saws		
rip saws		
tenon saws	82.02	Free

Use of an eight-wheeler Leyland Octopus as a tractor makes this an extremely unusual bulk grain transporter, even in Western Australia, where it operates. It is operated by Christoff and Sons, members of O.D. Transport Pty. Ltd., of Esperance, and is seen taking bulk wheat from a farmer's bin at the township of Yuna. From here it runs 50 miles to the wheat terminal at the port of Geraldton, some 300 miles north of Perth. As a return load superphosphate is sometimes carried.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Irons, as follows:		
Billiard, with shoe		
Crimping		
Glazing, bootmakers'		
Plane, but not including irons of a kind used with the following planes:		
adjustable block planes, in size No. 220, or the equivalent		
fore and jointer planes, in sizes No. 6 to 7, or the equivalent		
jack planes, in sizes Nos. 5 to 5½, or the equivalent		
smooth planes, in sizes Nos. 3 and 4 to 4½, or the equivalent		
saddlers'	82.04	Free
Planes, wholly or principally of metal, but not including the following:		
adjustable block planes, in sizes Nos. 110 and 220, or the equivalent		
fore and jointer planes, in sizes Nos. 6 to 7, or the equivalent		
jack planes, in sizes Nos. 5 to 5½ or the equivalent		
smooth planes, in sizes Nos. 3 and 4 to 4½ or the equivalent	82.04	Free
Key blanks for locks, but not including key blanks for locks of the milled cylinder and padlock types	83.01	Free
Locks, for bags, portmanteaux, trunks or wallets, but not including the following:		
box locks of the lever type		
metal trunk locks wholly or partly cast	83.01	Free
Compressors, reciprocating, single acting, having a swept volume of 22·560 cubic feet or more per hour, for use in air conditioning plants, under security, provided that for the purpose of this reference the term 'swept volume' in cubic feet per hour shall be calculated using the following formula: $\text{swept volume in c.f.h.} = \frac{N \times B^2 \times S \times R \times 3}{110}$ where N = Number of cylinders of compressor; B = Bore of cylinder in inches; S = Stroke of piston in inches; R = Revolutions per minute of compressor at maker's rating but not exceeding 1,475 r.p.m.	84.11	Free
Motors, with sliding rotor	85.01	Free
Lamps, as follows:		
Deuterium discharge		
Hydrogen discharge		
Mercury discharge		
Monochromatic, portable, for use in conjunctionw ith optical flats for exact measurement in checking the accuracy of engineering gauges and other tools		
Sodium discharge		
Specially designed for use with stroboscopes	85.20	Free
Transistors, mounted, and similar mounted devices incorporating semi-conductors, as follows:		
Complete devices, as follows:		
Diodes having a f.o.b. price exceeding an amount ascertained by multiplying $1 by the number of diodes in each device or unit, other than silicon diodes having a continuous current rating of 18 amperes and over at 100 degrees Centigrade (case or base reference)		
NOTE: Care is to be exercised that the multiple diodes are in fact proper to 85.21. Should they be in any way interconnected one to the other admission under 85.21 will be refused.		
Photo-sensitive		
Resistors, voltage dependant		
Switches, NPNP or PNPN, being gated semi-conductor rectifiers		
Transistors, silicon, power, having collector current ratings of 15 amperes or higher	85.21	Free

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Rules, measuring, of a kind used by artisans and mechanics, not being measuring tapes NOTE: Rules wholly of wood or of wood with a metal edge insert are not covered	90.16	Free
Tapes, as follows: Chesterman, with wires running through fabric Measuring, to which sub-paragraph 90.16.269 applies, but not including steel measuring tapes of less than 15 feet in length	90.16	Free
Goods, to which paragraph 90.17.99 applies, but not including in addition the following goods and parts and accessories therefor: respiratory apparatus for administration of oxygen, anaesthetic gas or oxygen and anaesthetic gas	90.17	Free
Appliances, fire brigade and life saving, for use in connection with fire extinction or life saving, under security, as follows: Breathing apparatus, self-contained, and parts therefor Hose mask apparatus complete, consisting of respirator (face mask), breathing tube, air-inlet hose, body belt and carrying case fitted with air blower, of a kind used by operatives working in confined spaces where concentration of lead fumes, poisonous gases or oxygen deficient atmospheres exist	90.18	Free

Cancelled by-laws

The following goods are removed from the provisions of by-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	fate of Duty
Medicaments: Propantheline bromide	30.03	..
Charts, paper, electro-cardiograph. The by-law still applies to these goods provided they are in direct transit to Australia on May 4, 1967, and are entered for home consumption within 21 days after importation, or in bond in Australia on May 4, 1967, and are entered for home consumption on or before June 2, 1967	37.03.900	12½%, or, if higher, $0·004 per sq. ft.
Wire that: (a) Contains more than 35% by weight of nickel; (b) is an alloy of nickel and chromium; (c) is of circular cross-section; and (d) has a cross-sectional diameter not less than 0·0056 inch and not greater than 0·04 inch. The by-law still applies to these goods provided they are in direct transit to Australia on May 18, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 18, 1967, and are entered for home consumption on or before June 16, 1967	75.02.210 75.02.220	Free 25%
Saw blades, for non-mechanical saws, as follows: Pruning saw blades. The by-law still applies to these goods provided they are in direct transit to Australia on May 4, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 4, 1967, and are entered for home consumption on or before June 2, 1967	82.02.211 82.02.219	17½% 22½%
Saws, non-mechanical, as follows: Pruning saws. The by-law still applies to these goods provided they are in direct transit to Australia on May 4, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 4, 1967, and are entered for home consumption on or before June 2, 1967	82.02.110 82.02.190	22½%
Expanders, tube. The by-law still applies to these goods provided they are in direct transit to Australia on May 4, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 4, 1967, and are entered for home consumption on or June 2, 1967	82.04.990	27½%
Irons, plane, of a kind used with smooth planes in size No. 3 or the equivalent. The by-law still applies to these goods provided they are in direct transit to Australia on April 27, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 27, 1967, and are entered for home consumption on or before May 26, 1967	82.04.431	25%
Planes, wholly or principally of metal, as follows: Adjustable block planes in size No. 110, or the equivalent; Smooth planes, in size No. 3, or the equivalent. The by-law still applies to these goods provided they are in direct transit to Australia on April 27, 1967, and are are entered for home consumption within 21 days after importation; or in bond in Australia on April 27, 1967, and are entered for home consumption on or before May 26, 1967	82.04.432	25%
Key blanks for locks of the milled cylinder and padlock types. The by-law still applies to these goods provided they are in direct transit to Australia on April 20, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 20, 1967, and are entered for home consumption on or before May 19, 1967	83.01.410	17½%, or, if higher, $0·01 per lb.
	83.01.420 83.01.490	27½%
Rivets, steel, tubular, nickelled, for use in the manufacture of bags other than ladies' handbags, portmanteaux, trunks, saddlery, surgical and general leather and sporting goods, under security. The by-law still applies to these goods provided they are in direct transit to Australia on April 20, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 20, 1967, and are entered for home consumption on or before May 19, 1967	83.09.300	30/, less $0·003 per lb.
Boxes, high pressure top and bottom and outlet pipe, for super-heaters for water tube boilers. The by-law still applies to these goods provided they are in direct transit to Australia on May 18, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 18, 1967, and are entered for home consumption on or before June 16, 1967	84.02.900	27½%
Cutting machines, oxygen, other than portable hand-steered type, capable of cutting curves and figures in steel exceeding 0·5 inch in thickness. The by-law still applies to these goods provided they are in direct transit to Australia on April 20, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 20, 1967, and are entered for home consumption on or before May 19, 1967	84.50.000	17½%
Transistors, mounted, and similar mounted devices incorporating semi-conductors as follows: Complete devices, as follows: Diodes, other than silicon diodes having a continuous current rating of 18 amperes and over at 100 degrees Centigrade (case or base reference), as follows: Silicon voltage reference (for example Zener) diodes with a Zener (or avalanche breakdown) voltage not greater than 25 volts. The by-law still applies to these goods provided they are in direct transit to Australia on April 20, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 20, 1967, and are entered for home consumption on or before May 19, 1967	85.21.210	27½%, or, if higher, $0·25 each
Beads, insulating, porcelain or unglazed steatite, of sizes less than 0·75 inch diameter by 0·75 inch long overall measurement. The by-law still applies to these goods provided they are in direct transit to Australia on May 18, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 18, 1967, and are entered for home consumption on or before June 16, 1967	85.25.900	17½% Primage 5%

(*Continued on page* 1655)

AUSTRALIA

Mercantile Directory of Australia and New Zealand. Page size 11 x 8½ in. Rates: black type entry A$9.00. 1 in. single column A$13.00, 1 in. double column A$25.00, ½ pg. A$50.00, full pg. A$100.00, pages facing front and back covers A$150.00, front cover A$300,00, back cover A$200.00, spine of book A$150.00. All copy must be received by middle of April. Book is published in June. Price: $17.50 plus postage.

Press Directory of Australia, New Zealand and Pacific Islands. 17th ed. Press, Radio and T.V. Media Guide—339 pages. In decimal currency Price £2.10.0d. plus postage.

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Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Rules, measuring, of a kind used by artisans and mechanics, being measuring tapes. The by-law still applies to these goods provided they are in direct transit to Australia on April 20, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 20, 1967, and are entered for home consumption on or before May 19, 1967	90.16.269	17½%
Tapes, measuring, steel, less than 15 feet in length. The by-law still applies to these goods provided they are in direct transit to Australia on April 20, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 20, 1967, and are entered for home consumption on or before May 19, 1967	90.16.262 19.16.269	Free 17½%
Respiratory apparatus for administration of oxygen, anaesthetic gas or oxygen and anaesthetic gas. The by-law still applies to these goods provided they are in direct transit to Australia on April 27, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 27, 1967, and are entered for home consumption on or before May 26, 1967	90.17.990	27½%
Resuscitators, gas or gas and air, portable, for artificial respiration in cases of asphyxia and other respiratory failure emergencies. The by-law still applies to these goods provided they are in direct transit to Australia on April 27, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 27, 1967, and are entered for home consumption on May 26, 1967	90.18.990	27½%
Respirating machines, of a kind used in surgical operations. The by-law still applies to these goods provided they are in direct transit to Australia on April 27, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 27, 1967, and are entered for home consumption on or before May 26, 1967	90.18.990	27½%
Apparatus, oxygen therapy. The by-law still applies to these goods provided they are in direct transit to Australia on April 27, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 27, 1967, and are entered for home consumption on or before May 26, 1967	90.18.990	27½%
Vehicle components and parts therefor that are for use as original components in the assembly or manufacture of vehicles (other than motor cars, station wagons or motor car or station wagon derivatives) to which sub-item 87.01.1, 87.02.1 or 87.03.9 or paragraph 87.14.11 applies, as follows:		
Oil seals. The by-law still applies to these goods provided they are in direct transit to Australia on April 27, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 27, 1967, and are entered for home consumption on or before May 26, 1967	Various	..
Vehicle parts of a kind used in vehicles of a kind to which sub-item 87.01.1, 87.02.1 or 87.03.9 or paragraph 87.14.11 applies, as follows:		
Oil seals. The by-law still applies to these goods provided they are in direct transit to Australia on April 27, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on April 27, 1967, and are entered for home consumption on or before May 26, 1967	Various	..

Decisions on tariff classification

The Australian Department of Customs and Excise have announced the following decisions on the application of the Australian Customs Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Pillow casing and bed sheeting imported in the piece that has thereon embroidered designs or stitching occurring at regular intervals such that, when it is made up, an embroidered pillow-case or sheet is produced is considered as a general rule to be not embroidery within the meaning of item 58.10. Entry is therefore in the first instance to be made under sub-paragraph 55.09.329 in respect of goods proper to paragraph 55.09.32	55.09.329	52½%; or, if lower, $0·25 per sq. yd. less 2½%
'Corfam' and like poromeric bonded fibre fabrics fall to item 59.03, specifically 59.03.19 when not made up	59.03.110 59.03.190 59.03.900	Free 15%
Mirror stereoscopes designed for use in the field of photogrammetrical surveying are excluded from classification within item 90.13 and fall to sub-item 90.14.9	90.14.900	Free

Tariff Board inquiries

THE AUSTRALIAN Minister of Trade and Industry has referred to the Tariff Board of inquiry and report the question whether assistance should be accorded the production of (1) **snips or shears,** tariff item 82.03.4 and (2) **X-ray equipment,** tariff item 90.20.

These references are of departmental origin.

(*Continued on next page*)

AUSTRALIA

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Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
82.03	Hand tools, as follows: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners; wrenches (not including tap wrenches); files; rasps:		
82.03.400	Snips and shears, sheet metal-working	32½%	25%
90.20	Apparatus based on the use of X-rays or of the radiations from radio-active substances (including radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like:		
90.20.100	X-ray tubes	12½%	Free
90.20.200	X-ray generators and X-ray high tension generators	37½%	22½%
90.20.300	X-ray apparatus and accessories as follows: tube shields; bucky fluoroscopic grids; fluorescent screens; intensifying screens; lead glass protective screens; eye localizers; tube holders of the shockproof type for use in deep therapy units.	7½%	Free
90.20.400	X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like.	In respect of a component specified in note 9 to this Chapter – 7½%; in respect of the remainder of the goods – 30%	In respect of a component specified in note 9 to this Chapter – Free; in respect of the remainder of the goods – 22½%
90.20.500	Beta or gamma ray thickness gauges	7½%	Free
90.20.9	Other:		
90.20.91	Based on the use of X-rays:		
90.20.911	For medical purposes	In respect of a component specified in note 9 to this Chapter – 7½%; in respect of the remainder of the goods – 30%	In respect of a component specified in note 9 to this Chapter – Free; in respect of the remainder of the goods – 22½%
90.20.919	Other	42½% Primage 5%	17½%
90.20.92	Based on the use of radiation from radio-active substances:		
90.20.921	For medical purposes	45%	27½%
90.20.929	Other	55% Primage 5%	27½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 10.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Vicoria Street, Lonon, S.W.1, quoting reference Nos. (1) CRE 1429/67 and (2) CRE 1432/67.

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Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 423 *Oxford St., London, W.1;* 13*A Castle St., Edinburgh 2; Brazennose St., Manchester 2;* 35 *Smallbrook, Ringway, Birmingham 5;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol 1;* 7-11 *Linenhall St., Belfast 1; or through any bookseller.*

Modification to import list

THE FOLLOWING item has been added to the Chilean permitted import list:

Page	Group	Item	Deposit
68	63	Electric meters, single-phase, up to 50 amperes . .	500% (in force up to June 30, 1968)

Bulk imports

IT IS REPORTED that the Executive Committee of the Chilean Central Bank has decided that in the cases of registrations of bulk imports of fuel, lubricants and phosphate fertilizers a margin of 1 per cent may be tolerated between the amount of the payment remitted and the cost stated in the Customs clearance policy.

Suspensions of duty

BY A CHILEAN MINISTRY of Finance Decree No. 596 of June 1, customs duties and the *ad valorem* charge on ethanol (not denatured, but of 80° or better) (Customs items No. 22.08.00 and 22.08.99.00) were suspended until July 31, 1967.

Additions to the tariff

BY CHILEAN MINISTRY of Finance Decrees No. 651 and 717 of May 30 the following sub-items were added to the Customs Schedule (Chapter 85): unassembled heads for domestic sewing machines – these may now be imported free of duty: and air pumps and compressors of less than 10 h.p. for professional divers and frogmen – 30 per cent *ad valorem* per kilo gross.

A batch of monobloc railway wheels, 49¼ in diameter on tread. These, the largest monobloc wheels yet manufactured in Great Britain, were forged and rolled at the Trafford Park Steel Works of Taylor Bros. & Co. Ltd., a subsidiary of English Steel Corporation Ltd., and are here seen undergoing final inspection before despatch to Brazil.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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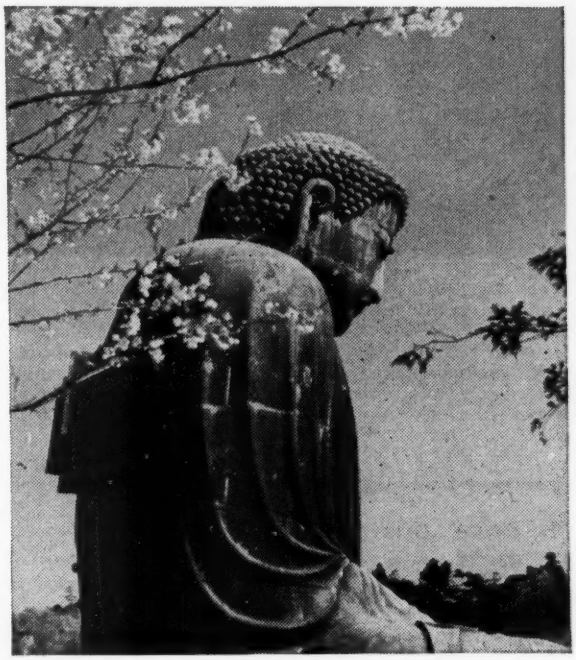

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The four top people of Mayborn Products Ltd. and Dylon International Ltd., manufacturers of Dylon Dyes and laundry aids, are seen here with the presidents of the three Dylon Overseas Companies at a reception in Mayborn's Sydenham factory during the three-day International Conference held to celebrate the company's 21st birthday. The conference was also attended by Mayborn's sales force and associates from 18 of the 87 countries to which Dylon Dyes are exported by Dylon International Limited.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 556 of the Board of Trade Journal, *February 24, 1967.*

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended by the deletion of the part of item 09-09.099 relating to 'Snack Foods' and the substitution therefore of the following:

013-09 048-04.08 055-03 099-09.099	'Snack Foods' i.e. corn curls (bugles), whistles, daisies, chee-wees, bacon curls, bacon krisp, potato chips and all similar products, whatever the materials of manufacture.

A notice about the addition of 'Snack Foods' to the List of Exceptions to the Open General Licence appeared in the *Board of Trade Journal* of June 2, 1967, page 1450.

The Trinidad and Tobago Ministry of Industry and Commerce has also announced that it is proposed to allocate quotas for the importation of 'Jams and Jellies (manufactured from exotic fruits)' classified under item 053-03.033.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Pictured here is half of the 1967 order given to R. and W. Scott Ltd. of Carluke, Scotland, for 1,296,000 jars of jams and marmalades and 5,000 Christmas puddings, placed by an American firm for gift packaging in the United States. The shipment sailed for America in early June.

The Board of Trade

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issued daily Monday to Friday inclusive

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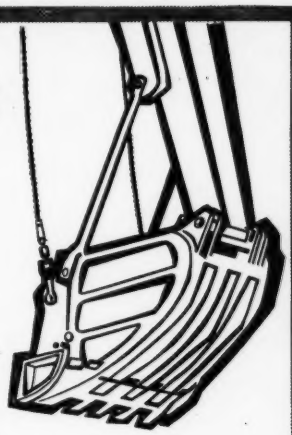

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	2 June 1967
Aircraft noise at Heathrow Airport (Q)	9 June 1967
Mileage and traffic (M)	9 June 1967
Trade by air (6-M)	14 April 1967
Balance of payments (Q)	24 Mar. 1967
Bankruptcy orders (Q)	5 May 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	9 June 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	This week
Catering trades turnover (M)	16 June 1967
Chemical industries production (6-M)	19 May 1967
Companies:	
Income and finance (Q)	5 May 1967
New companies registered:	
Gt. Britain (M)	9 June 1967
N. Ireland (M)	This week
Credit:	
Instalment credit business (M)	9 June 1967
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 April 1967
Production, exports and orders (M)	26 May 1967
ECGD business (Q)	10 Feb. 1967
Film industry	
British Film Fund Agency returns (M)	9 June 1967
Cinema admissions and takings (M)	19 May 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	16 June 1967
Footwear industry orders (M)	16 June 1967
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	12 May 1967
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	19 May 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	9 June 1967
Value of overseas trade (M)	This week
Gold and convertible currency reserves (M)	9 June 1967
Hairdressing trades turnover (M)	16 June 1967
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 May 1967
Business (M)	9 June 1967
Industrial building provisional figures (Q)	28 April 1967
Industrial production:	
Index nos. (M)	26 May 1967
N. Ireland index (M)	2 June 1967
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	31 Mar. 1967
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	16 June 1967
Machine tools deliveries and orders (M)	16 June 1967
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	7 April 1967
Deliveries (Q)	5 May 1967
Production (M)	9 June 1967
Motor industry:	
Car and commercial vehicle production (M)	26 May 1967
Motor trades turnover (M)	9 June 1967
Nationalized industries overdrafts (M)	2 June 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	3 Mar. 1967
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	9 June 1967
N. Ireland index (M)	2 June 1967
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	19 May 1967
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	9 June 1967
Retail (M)	9 June 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	16 June 1967
Wool exports (Q)	26 May 1967
Wool output (M)	This week
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	2 June 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	16 June 1967

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	12 May 1967
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	19 May 1967
Directory of Board of Trade departments and their work	26 May 1967
ECGD local offices	21 April 1967
Official Receivers' Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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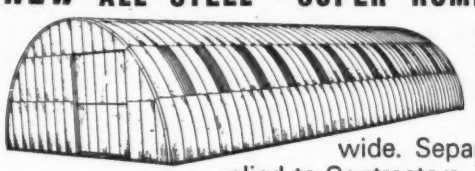

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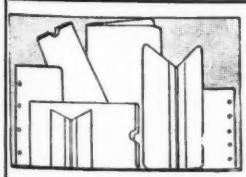

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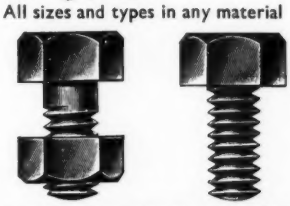

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British Transport Docks Board
PROGRESS REPORT

66 vessels fly this new flag of progress

and a new look comes to 22 U.K. ports

This is the new 'bollard' emblem of the British Transport Docks Board. It flies over every one of the Board's twenty-two ports and every one of its 66-strong fleet of tugs, dredgers and launches. It will soon be on every Docks Board vehicle, every Docks Board uniform, letterhead. . . .

It is the visible symbol of a new approach to every aspect of modern ports practice: easier access to vessels through improved road approaches and flush quays; longer, deeper berths to accommodate today's bigger ships; more spacious storage and parking facilities; more and better equipment; streamlined cargo-handling techniques, including facilities for roll-on/roll-off and containerised services.

To users of the Docks Board ports the new look spells convenience and economy, because everything about the Board's massive new modernisation and development programme is designed to make it easier and quicker to ship through a Docks Board port.

Wherever you are, there is a port flying the Docks Board flag within convenient reach and promising unsuspected new economies in your shipping operation.

Docks Board ports are going places—fast!
Southampton, Hull, South Wales, Grangemouth

These are just some of the ports which are forging ahead under the impetus of a five-year Docks Board plan costing £89 million. The programme includes part of the huge Western Docks project at Southampton, the King George Dock extension at Hull, the first ocean container terminal at Grangemouth, and the establishment of eleven roll-on/roll-off berths, eight of which are already in operation.

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